Board of Trade Journal

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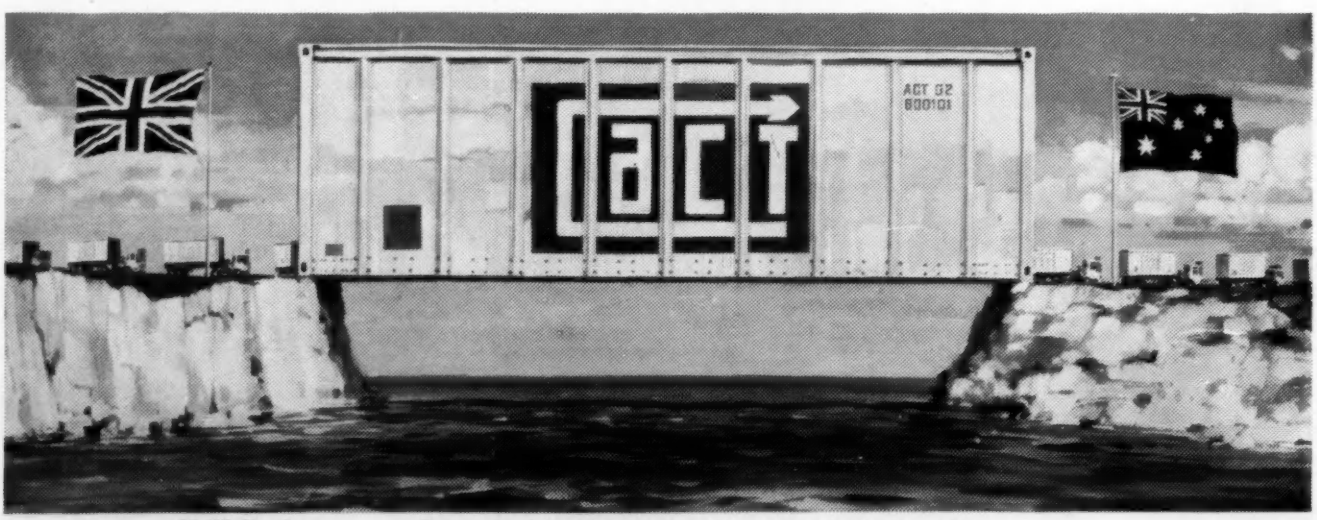

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Front cover photograph

Mirado 'Chemi-Sealed' pencils, coming off the production line at the Eagle Pencil factory in London, are examined by Mr. Ciroma of the BBC Hausa Service. Eagle were recently featured by the BBC in their overseas programme 'Trade Mark Britain—Destination Africa'.

Eagle already export some 20 per cent of their total production and plan to increase this considerably in the next 12 months. British-made Mirado and Turquoise drawing pencils are already exported to nearly every country in the world and the company's export manager, Mr. Don Taylor, who recently returned from a six-week Middle Eastern tour, plans to introduce several new products in overseas markets. Amongst these are self-sharpening wax pencils, Filmograph drawing pencils for use on plastic-based draughting film and the Margros range of educational art materials.

Established in 1856, Eagle Pencil Co. Ltd. have been making pencils in London since 1907 and productivity has now increased to the extent where *each* employee produces the equivalent of a million pencils a year.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Trade by air (6-M)	28 Mar. 1969
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Industry's capital expenditure (Q)	18 June 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
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Catering trades turnover (M)	11 June 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	12 May 1969
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Board of Trade addresses	9 May 1969
Board of Trade regional organization	18 June 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	11 June 1969
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Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotion	7 Mar. 1969

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TRADE OPPORTUNITIES IN EEC COUNTRIES

The Dutch market for British consumer goods

By G. L. Pearson, Counsellor (Commercial), British Embassy, The Hague.

Articles on the market for consumer and capital goods in the Federal Republic of Germany appeared in the issues of February 28, March 14 and May 2. An article on selling capital goods in the Netherlands was published last week. Later articles will deal with trade prospects in other EEC countries.

IT SHOULD BE said at once that the Dutch market is generally not at present an easy one for British consumer goods. Fairly small, exacting in standards, very price-conscious, conservative, open to duty-free import from EEC countries and protected by the EEC's tariff, some British exporters have found it effectively closed on price grounds to their products, and some others that it would require promotional expenditure which they have judged to be out of proportion to the returns to be expected.

Stability and prosperity

Against this, it is stable and prosperous, with increasing purchasing power and an expanding volume of consumer imports – a market in which British people and British goods are well known and well accepted, where English is widely understood, and where a product once established holds its place well. It offers profitable opportunities, difficult though they may sometimes be to find and exploit, for the introduction of new British products and for the expansion of current sales. The establishment of a strong distribution in Holland moreover can provide a good base for the extension of sales into the rest of Benelux, and also possibly through the excellent Dutch warehousing and long-range road transport companies, into other European markets.

The most generally cited difficulty for British consumer goods at present is undoubtedly price. The Dutch retail customer is strongly price-conscious and only too apt to be aware that in buying an expensive product imported from outside the EEC, he gets a lesser value in goods since part of the price covers payment of import duty. Price competition between retailers is very keen: British goods imported over the EEC tariff must frequently take a very small margin if they are to come down to the market price; and, in the case of the more expensive consumer durables, extending for instance to such things as sailing boats and cars, there is quite often a preference for the domestic or EEC product over the non-EEC product, even when price and quality are in line, simply on value-for-money grounds.

Mr. and Mrs. Paul Meltzer of Focke & Meltzer, Amsterdam, one of Wedgwood's leading European customers, pictured in the Barlaston showroom during a visit to the Wedgwood factory, with Mr. Douglas Hawley (right), European sales manager for Wedgwood.

A highly conservative market

The Dutch consumer is also said to be highly conservative. The confectionery trade and the question of colour in women's outerwear may be quoted as two examples to illustrate how true this is. There is a wide range of confectionery in the shops, and within it, a limited number of British makes are well established and highly popular; but attempts by British manufacturers to establish other lines equally popular in Britain have failed. The explanation given is that the Dutch mother, buying the family sweet supply, confines herself strictly to the types, packs and brands that she knows are liked by the family and is unwilling to risk wasting her money by taking home a novelty – as, it is frequently added, she very well might if she did.

Agents generally advice that Dutch taste is for duller and more muted colours in women's outerwear than are customary in Britain, and are frequently unwilling to carry British colours. Even when some stronger colours are in fashion, there is a positive, if subtle, colour preference among customers. A judgment which comes quickly to a Dutch customer's mind is that a product is 'ordinaire' – in the American sense of 'ornery'. Pink is a popular colour this year, but of the two close pinks offered by exporters to the market, one may be accepted as 'chic' and the other rejected as 'ordinaire'. To succeed, the British exporter must understand exactly what the distinction is, and conform to it.

This conservatism, spreading upwards in the distributive chain from retailer to agent's representative to agent, produces some resistance against the introduction of new imported lines, which requires the closest collaboration with, and strongest support of, an agent if it is to be overcome. It helps to have a brand name; the Dutch customer prefers to stick to brands he knows.

But after this generalization about the difficulties of the market, it must be emphasized that there are very many examples to prove that they are not necessarily decisive. New British products have been, and are being, introduced successfully. A British confectionery manufacturer for example, on his agent's advice, discarding the traditional pack in which his product sells in the British market, has established it as a high seller in Holland. Another British com-

THE DUTCH MARKET FOR CONSUMER GOODS, *continued*

pany, after initial adjustments to meet local taste, have built up wide sales of their women's dresses throughout the market. Many British exporters, testing the market, have reported finding openings for their products, agents ready to take them on and buyers ready to place good trial orders. British products are established through a wide range of consumer goods and consumer durables – foodstuffs, liquor, soft drink, clothing, furniture, tools, car accessories, sports goods, camping equipment – the list is long, even if the British range in each category is short. The opportunities are there, but they have to be worked for.

The market moreover is growing. The population, now 12.8 million, is expected to reach 20 million in the next 30 years. The standard of living is rising, and consumers are buying a widening range of goods. Imports of consumer goods were nearly 20 per cent higher by volume in 1968 than in 1967.

The Dutch social security system makes for a stable consumer market. High unemployment and other benefits maintain purchasing power throughout the country, even in the areas of unemployment which, for reasons of industrial structure, at present exist.

This evenness of purchasing power is one of the foundations of a feature in the Dutch commercial scene which is of major significance for British exporters, the high degree of centralization of consumer goods distribution. Two major department store groups cover the whole country. Bijenkorf Beheer, with headquarters in Amsterdam, comprises the 'de Bijenkorf' chain (four large stores carrying high to medium priced goods in Amsterdam, Rotterdam, The Hague and Eindhoven); the HEMA chain (91 stores) and the Galeries Modernes chain (10 stores) selling lower priced goods: and Perry van de Kar, with 10 shops specializing in sports goods. Each of these chains within the group conducts its own purchasing. The Vroom en Dreesmann group, with 54 Vroom en Dreesmann stores (higher to medium priced goods) and an expanding chain under the name Vendet in a lower priced range, but centrally for the whole group, through a number of separate buying offices each concerned with a range of goods. The larger stores also have buying houses or buying offices in London.

Display shelving for 90,000 *bottles in branches of a Dutch self-service wine-shop chain has been supplied by Savage & Parsons Ltd., Watford. A development of the Spur adjustable shelving system, these specially designed units incorporate both steel shelves and angled bottle racks. Each of the nine shops in the chain – at The Hague, Utrecht, Eindhoven and five other towns – has a display capacity of* 10,000 *bottles. The total value of this export order was in excess of* £10,000.

Similarly in the foodstuffs and groceries field there is countrywide distribution through a few major chains – Albert Heijn (419 branches), de Gruyter (415 branches), Simon de Wit (144 branches) and Edah (73 branches, mainly in the south of the country). Each has centralized buying. In addition, some of the department store chains have food departments; and throughout the country,

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The British roll-on/roll-off vessel 'Norway' of North Sea Ferries operates a nightly service between Hull and Rotterdam-Europort. The picture shows the vessel lying at the Rotterdam-Europort berth after having discharged road trailers, containers, earth-moving equipment and caravans from manufacturers in Britain.

many independent retail grocers are supplied through some 10 co-operative bulk buying organizations.

For other consumer goods also (e.g. textiles and clothing, furniture and furnishings, chemists' supplies) there is large scale buying through co-operative bulk-buying groups, some of which supply retailers countrywide and others within limited areas. The turnover of these groups together is very large.

Distribution methods

Thus for a wide range of consumer goods, countrywide distribution can be achieved by sale through one or more of a limited number of central buying points. In marketing a British consumer item it is well worth considering at the outset whether the aim should be direct sale to a store or food chain or through a bulk-buying group or whether distribution should be through an agent or independent purchasing distributor.

Sale to a store group has of course its particular requirements. Exclusivity may be a condition – indeed it is well worth exploring the possibility of special manufacture to a store's requirement; it is common for stores to insist on selling under their own and not the manufacturer's label; an advantage, in addition to the obvious one of lower selling overheads to the exporter, is that a store may undertake full after-sale servicing of equipment. What has been said about customer conservatism is less applicable; the quality stores look for novelty. What has been said about price however applies fully; although there is a market in Holland for expensive, top-quality imported products, it is mainly through small specialist retailers, and not through stores. Above all, punctual delivery is important. On their own statement, one big Dutch group would extend their buying from Britain if they could rely more certainly on delivery dates quoted.

Some products are best sold through agents. Although good agents not already committed to competing lines are not easy to find, there is interest among them in new offers of British products, and a substantial number of new agency arrangements are established each year.

Prospects for specific goods

To comment very briefly on some main areas within the field of consumer goods and consumer durables, the market for imported women's clothing, after a sharp fall in 1967, has recovered some way in 1968, and British exporters have increased their share of it (from 5 per cent in 1966 to 5.5 per cent in 1968); the increase is entirely attributable to higher sales of women's dresses. High qual-

(*Continued on next page*)

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THE DUTCH MARKET FOR BRITISH CONSUMER GOODS, *continued*

ity British knitwear has been having some success and some exporters in the medium ranges have reported encouraging interest, but the medium and cheaper ranges are mainly dominated by imports from Far Eastern and other EEC countries. British millinery sells well. London is the fashion centre for fashion-conscious Dutch teenagers – and not only for outerwear – and this bears further exploitation.

British exports of other outerwear generally are less successful, due, it is said, partly to price, partly to colour and styling – exporting manufacturers must make to Dutch size scales, which differ from British – partly to poor deliveries; but some brand names in men's wear, very well established in Britain, have carried their reputation and are well accepted.

The position in footwear is similar – it is often said that shoes made on British lasts do not fit the Dutch woman's foot – but again some British men's shoes sell well on established brand names. Although there is a good market for British leather, the British styling of women's leather goods, especially of handbags, is generally not to Dutch taste.

Some British food products are well established, and to be seen in most retail outlets, but the range is small, mainly jams, pickles, sauces, condiments, some confectionery, some biscuits and some canned meats and fish. Biscuits of Dutch varieties are much eaten in Holland, and there should be scope for increased British exports. British canned meat pies have been much in evidence lately; the Dutch housewife uses the oven very much less than her British counterpart and there are opportunities for ready-prepared foods that can be heated on top of the stove.

There is a growing demand for furniture, furnishings and household goods, and the large plans for new urban building in many areas suggest that it should expand still more rapidly, especially for goods designed for flat-living. Again there is a preference here for the more muted colours. Sales of British furniture and carpets have been increasing, in spite of high duties. The market for household electrical goods is dominated by domestic production and low priced imports, but there are probably some openings for individual British products. A British success story in the last year has been the sale of domestic clothes-drying machines, to complement a steep increase in sales to flat-dwellers of cheap Italian washing machines without driers.

Open-air holidaying is popular in Holland and there is a strong market for camping equipment. British caravans have achieved an excellent reputation and are leaders in this expanding market. Sailing boats, carrying high duty and competing with strong local production, suffer from value-for-money sales resistance, but there should be a market for increasing sales of British boat equipment and accessories.

With the removal of duties on British accession to EEC, the market should be profitable for very many other British products and it may well be worth establishing a foothold now, even if immediate profits are low. In any case, before setting up sales plans, a thorough market survey is advisable. It may well show excellent opportunities existing now, or again low profitability or the need for high initial promotion costs. One possibility would be to introduce new lines, for example of food products, with large scale advertisement, if the size and potential of the market is calculated to justify it.

Conclusions

To conclude, one point in particular should be emphasized – the often repeated Dutch complaint that British exporters do not appear to take the Dutch market seriously enough. This complaint comes up in many contexts – over slowness in answering inquiries,

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Mr Crosland speaks to Netherlands businessmen on trade with EEC

'NATURALLY IN VIEW of our balance of payments position, we have had to impose certain restraints on private investment abroad, but I hope nobody here is under the impression that we are not still investing substantially in industrial projects in Europe,' said Mr. Anthony Crosland, President of the Board of Trade, speaking at the annual luncheon in London of the British Chamber of Commerce in the Netherlands on June 19. Statistics (relating to 1967) showed that, despite restrictions, British firms invested some £30 million in countries of the EEC.

'I am glad to say that just about one-third of that investment was in the Netherlands,' continued the President. 'The object of the controls which we maintain is not to prevent British firms undertaking profitable enterprises, but to ensure that outward investment does not impose an intolerable burden on the balance of payments. Within the rules it is still possible – as these figures show – to invest in Europe. And I believe that this investment is good for both countries. Certainly no one who looks at our latest balance of payments figures would doubt the value of overseas direct investments which have produced an income of £144 million in the first quarter of this year.'

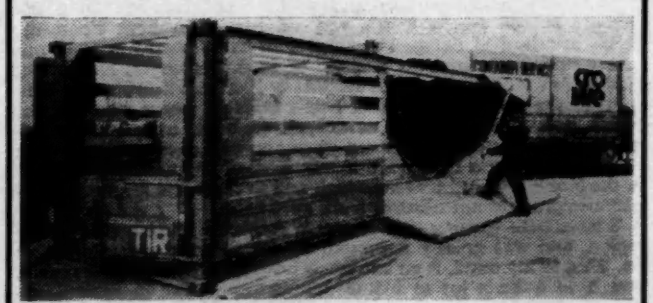
The President also spoke of attracting investment to Britain, and mentioned Government incentives to industrialists who set up new plants in development areas. 'I was particularly pleased,' he said, 'to learn that the National Coal Board, the Dutch States Mines and Fisons are to participate in a joint enterprise to build a new caprolactam plant near Scunthorpe. This project has great import-saving potential and I am sure that we all wish it every success.'

Turning to the question of 'the recent renewal of hope for the development of Europe and the expansion of the European Communities,' the President said: 'Despite the setbacks of the past years the tide towards the integration of Europe is now running more strongly again, and there is a growing understanding of the issues involved for us all. There is the realization that (I quote from the Anglo-German declaration of last February) "the security and prosperity of Europe demand unity: and only in unity can Europe exert her rightful and beneficial influence in the world." There is also a clearer recognition that the basis for European unity remains the European Communities. But if the communities are to develop, and are to maintain and strengthen the outward-looking traditions of our peoples, then it is essential that their membership should be widened. We believe that our entry into the communities will contribute substantially to the strengthening of Western Europe, both politically and economically and that this will have considerable expansionary effects on world trade and development. We would hope that the creation of an enlarged community, including Britain and other EFTA countries, would be a prime factor in maintaining the rapid growth of world trade, and provide a stimulus from which all trading countries would stand to benefit.

'We have made it clear that we are anxious that negotiations for our entry should begin as soon as possible. We do, however, realize that there are some important questions which will need to be resolved in the months to come. As the members of the community have already recognized, the problems of the disposal of agricultural surpluses and the future direction of the common agricultural policy are issues of the first magnitude. I am sure that it would be sensible for Britain and the community to work together on this pressing and difficult problem so as to ensure that, in the enlarged community, the burdens and benefits of the agricultural policy are shared fairly between us all. Doubtless, on this issue, as on so many others the Dutch and the British will find common ground! And this, perhaps, reflects the vision we share of the kind of Europe we both want to build. During the past two years we have been greatly heartened by the firm and courageous support given to our application by our friends in the Netherlands.'

THE DUTCH MARKET FOR BRITISH CONSUMER GOODS, *continued*

over failure to accept agents' advice, over delivery failures and the sometimes casual-seeming reaction of British companies when these occur, over failure to visit agents and important customers frequently enough or at sufficiently high level. However unjustified this is generally, in this small country instances which seem to bear it out tend to become widely known through the trade and to add to the cumulative impression. In all this we are contrasted with the Continental suppliers who are our principal competitors. Even the existence of sea between Holland and England seems for some importers to add to the impression, creating in spite of the short distances and easy communications a feeling of distance and inaccessibility of British suppliers compared with those across the land borders. It is undoubtedly a real, if not universal, feeling worth care to allay. Holland is a country in which there is great goodwill for Britain and things British; even to regard this only from the aspect of trade, it is an asset which should not be allowed to waste.



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'The crucial role of invisible earnings'

—The President

SPEAKING AT THE Glasgow Chamber of Commerce on June 20 on the balance of payments, Mr. Anthony Crosland, President of the Board of Trade, referred to the good May trade figures. He warned against over-optimism, but said: 'Nevertheless, as I examine the balance of payments, I do find a number of pointers which taken together are encouraging – even if I put it no higher than that.'

Turning to invisible earnings, the President said: 'These have played a crucial role for over a century and a half. In only seven out of the 175 years have we had a surplus on visible trade. But for the same extended period we have had a continuous surplus on our invisible account. For over a century and a half we have

(*Continued on next page*)

PRESIDENT'S SPEECH ON INVISIBLE EARNINGS, *continued*

been as much a commercial and financial nation as a manufacturing nation.

'And invisibles have registered a striking improvement since devaluation. Devaluation itself, of course, has been a major factor in this, but the performance is still remarkable. Let me give some figures for 1968 compared with 1967.

'First, transport. Shipping transactions showed an improvement of £33 million. The surplus on civil aviation fell – but the deterioration was probably more than accounted for by the BOAC pilots' strike last summer and this year I expect a marked improvement.

'Next, tourism. The travel account moved from a deficit of nearly £40 million in 1967 to a small surplus in 1968. This was the first surplus recorded since our tourist statistics have been compiled. And it was achieved not by any substantial fall in our tourist expenditure overseas, but almost entirely by an increase of some 16 per cent in our tourist earnings.

'I hope the Development of Tourism Bill which has now passed through the Committee stage in the House of Commons will still further fortify this very valuable contribution which tourism makes to our foreign exchange earnings. And in case anyone thinks that the increase in SET announced in April will strike a mortal blow at the tourist industry, let me point out two simple facts. First, the increase might add 3d. in the pound to the cost of hotel accommodation out of the £55, which overseas visitors spent on average in this country last year. Secondly, since SET was introduced in 1966 our foreign exchange earnings from tourism have risen by 25 per cent.

'Next, on interest, profits and dividends, our net surplus rose by £21 million between 1967 and 1968. And lastly there was a large increase in our net earnings from financial and business services, including insurance – up by some £64 million last year.

'Taking the total figures, our invisible balance in 1966 showed a surplus of £141 million. In 1967 this rose to £236 million, and in 1968 still further to £377 million.

'And the figures for the first quarter of this year, which were released last week, were even more encouraging. Net invisible earnings in this period rose to £140 million after allowing for seasonal factors. In other words in those three months we achieved a surplus virtually as big as in the whole of 1966. For a number of reasons this was an exceptionally higher figure and we cannot expect it to be fully maintained over the rest of the year. But the trend is unmistakable. Not only are invisible earnings making their traditional and major contribution to our balance of payments, but we can confidently look to them for a further significant improvement in 1969 over the very encouraging increase which they achieved in 1968.

'I cannot end my remarks about the importance of our invisible earnings without a brief reference to the part being played by the Committee on Invisible Exports under the very able chairmanship of Mr. Cyril Kleinwort. I was much impressed to read in the first annual report of the committee published recently of the very useful work which they have done over the last year.'

President announces new industrial estates in Scotland

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in Glasgow on June 20 that the Board of Trade are to create three new major industrial estates on Clydeside and Lanarkshire. He said 'The Government recognizes the very real employment problems of Glasgow and West Central Scotland. The Board of Trade and the Scottish Office have therefore been working together to see what more can be done to encourage the creation of new job opportunities in this part of the Scottish development area.

'I am very glad to announce that, in order to make a significant contribution towards solving these problems, the Board of Trade will be establishing three new major industrial estates in West Central Scotland. Subject to technical investigation of the physical suitability of land in view, the Board will acquire some 350 acres to add to the area already available on the Board's existing estates. I hope that it will be possible to locate two of these estates on Clydeside and one in Lanarkshire.

'The Board of Trade are also acquiring the Babcock and Wilcox factory at Dalmuir. Our first priority for this factory will be to find a suitable alternative tenant but, if we are not able to do this, we propose to convert the site into a small modern industrial estate.

'In developing these new estates, the Board of Trade will continue to work closely with the Scottish Office and within the economic planning machinery in Scotland and all the resources of these two departments, including the Scottish Industrial Estates Corporation, and of other central and local Government agencies as may be concerned, will be used to help industry in the provision of the new jobs needed in West Central Scotland.'

Mrs Dunwoody speaks on industrial development in the North

'THE GOVERNMENT are anxious that nothing should be done to damage the growth potential of the Development Areas,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, speaking at the annual general meeting of the North East Development Council in Newcastle on June 13. Mrs. Dunwoody said that when she visited Newcastle in March, it was to announce that the Northern Region had secured 200 firms since the inception of the Local Employment Act in 1960. The number had now increased to 240.

The Parliamentary Secretary continued that since 1964, IDC's totalling nearly 38 million sq. ft. had been issued in this region, to provide an estimated additional employment of 98,000 jobs, 69 per cent for males. Remarkable progress had been made in the region and it was shown in the Hunt Report that, from 1964 to 1967 growth in industrial floor space was greatest in the North (which tied with East Anglia), the North was, in the same report, shown to be in the lead in construction orders. This was proof that the IDC's and promised jobs were materializing here into factories, building work and eventually new employment. Mrs. Dunwoody then examined some of this development in detail, citing examples in Crook and Willington, Spennymoor, Stanley, Darlington, Sunderland and the new towns of Washington, Peterlee, Aycliffe, Cramlington and Killingworth.

'The picture then is one of encouraging expansion,' said Mrs. Dunwoody, 'not enough to satisfy you I know, but we are a long way on the road to conversion of the economy, and with the major run-down in coal mining now behind us, further new firms – and the expansion of firms already established here – will represent positive gains not to be offset against job losses in the contracting industries.' A series of foreign visitors have expressed their surprise at the level of activity in the constructional work in the region and their belief that the North East was an example to the country as a whole.

'Not only is the pattern of industry changing but there are changes in the North East's way of life consequent upon the higher standard of living. The number of cars licensed in 1967 was nearly double the number licensed in 1960. Passengers handled at Newcastle's airport rose from 105,000 in 1960 to 340,000 in 1967. In spite of the new and excellent hotels built in recent years in the North it is now becoming as difficult to book overnight accommodation as it was six or seven years ago before these hotels were built. All of these things are a reflection of increasing prosperity in the North which the current high and unfortunate level of unemployment should not obscure from our vision.

'I have been reading the *Newcastle Journal's* latest review of the region, and was greatly impressed by the forward planning going on. This, to my mind, is an extremely healthy attitude. In the region, you have quite a lot to blame the Victorians for in their short-sighted attitude to industrial dereliction, but I would commend to your thoughts the philosophy of an eminent Victorian, Samuel Smiles. His doctrine of "self help" is what you in the region have obviously studied and are putting into practice. We all know what a British future the Northern Region has, and it is up to all of us who believe in this future to convince everyone else that our beliefs are correct.'

CBI 'Industrial Trends' survey

The latest 'Industrial Trends' survey published by the Confederation of British Industry on June 19 is described as 'reasonably encouraging.' On exports the survey reports that overall prospects continue to be favourable.

Among the warnings given are that current increase in investment in new plant and machinery may not be sustained and that skilled labour shortages are handicapping the capital goods industries.

The survey, the thirty-fifth undertaken by the CBI since 1958, was compiled from answers to questions in the two weeks ended June 4 from 1,284 companies employing over two and a half million people and accounting for about 50 per cent of manufactured exports. Copies from CBI, 21 Tothill Street, London S.W.1.

Importance of industrial films as overseas sales aids

—Lord Brown

LORD BROWN, Minister of State, Board of Trade, spoke at the British Industrial Film Festival at Brighton on June 19.

Speaking of the importance of film as a means of overseas sales, Lord Brown said he was pleased to hear that he would be presenting an award for the best film having as its purpose the direct selling of a product or service. 'This category, surprisingly to me,' he said, 'is only making its second appearance at the festival but already, in its second year, it has attracted the largest number of entries – 41, I am told. This is entirely right. It was high time that we got away from the idea that selling is a slightly suspect activity with which no true gentleman should be concerned and which is totally at odds with artistic freedom. There is every bit as much scope for the development of technical skill and artistry in producing a good hard-selling film as in producing one intended to instruct or inform. There is more to it than that however. I visit numerous overseas exhibitions and see large and heavy pieces of equipment on display. These may comprise conglomerates of mechanical, electrical, hydraulic and chemical systems but you can't *see* these systems. These sophisticated pieces of hardware can perform very complex functions – but usually you can't see them performing at the exhibition. I sometimes wonder if all the labour and expense of taking the hardware overseas would not be better substituted with a really good film, which would expose the entrails of the machine and allow it to be seen performing its various functions in its natural environment. Once made for an exhibition – copies can be given to every substantial prospective customer and the cost of doing this would be less than transporting the hardware. I know that many wise companies are doing just this but there is much more scope for use particularly in the expert selling of industrial and capital goods.'

Speaking on Government work on industrial films, Lord Brown said: 'As you will know, 42 films survived the preliminary judging of entries for the festival and have been screened here in Brighton. What you may not know is that no less than 40 of them have also been screened before representatives of the Foreign and Commonwealth Office, the Central Office of Information and my own department, and that 10 of them have been selected as being of value in stimulating exports. Already, no less than 300 copies of these have gone overseas in up to 10 language versions – at a cost to the Government, incidentally, of some £6,000.

'Our Commercial and Information Officers overseas are becoming increasingly experienced in the screening of these films to selected audiences overseas. In this connection I must press upon you the need to collaborate with their efforts by disclosing to them your marketing plans in their territories so that their efforts can be made to complement your own.

'On the production side the extension of the relief from SET to all stages of film production is a step which I am sure you all welcome as an encouragement.

'I must also mention the work of the Export by Film Group which was started a year ago with the combined sponsorship of the British National Export Council, the *Financial Times*, the Central Office of Information and, of course, your own association. The Board of Trade fully supports this venture and I have myself taken the chair at one of the monthly discussions which the group promotes as a forum in which men from industry can meet film men to exchange ideas and experience in selling by film.

'The efforts of this group are particularly important to exports because of the emphasis which they lay on the need to plan the tactics of distribution and showing of films before the film is made. I wonder how many companies have used up the whole budget allocated to a film in the making of it and had virtually nothing left over to pay for the cost of copies and then distribution. We did just that in the Board of Trade last year and had to scrape the barrel at the last moment to find the cash. I wonder how many of those companies who make films plant a dozen copies in libraries and hope for the best instead of planning that everybody who ought to see it does so.'

Members of a recent Canadian oil and natural gas trade mission seen during their visit to the Wailes Dove Bitumastic Pipe Insulation plant at the Esso site in Frimley, Surrey.

Mr. Michael Savides (centre), president of the Cyprus Chamber of Commerce and a member of the Cyprus Parliament, recently visited Pye of Cambridge, where he was greeted by Mr. R. M. A. Jones (right), managing director of Pye Group (Radio and TV Ltd.) and Mr. Moreton Pinfold (left), Pye (Radio and TV), export manager Mr. Savides also visited Pye Telecommunications Ltd. and Pye TVT Ltd.

His Highness, Alhaji Ado Bayero, the Emir of Kano, recently on a short visit to England, spent two days touring Bush Boake Allen factories, and was shown many of the processes in the production of essences, flavours, spices and essential oils. His Highness is seen here in the front of the picture with Mr. T. L. Hughes, Bush Boake Allen's overseas director, on his right, during a special visit to the company's Long Melford factory.

Awards for export in Birthday Honours

THREE KNIGHTS Bachelor awards 'For services to export' from the Birthday Honours List published on June 14 were given in last weeks' issue. Below are other awards as listed in *The London Gazette* under the citation 'For services to export.'

Honour	Name	Position
CBE	William Frazer	Managing Director (Overseas and Construction Group), British Insulated Callender's Cables Ltd.
	Edward Noel Griffith	President, Rotary Hoes Ltd.
	Walter Patrick Grove	Director, The Radiochemical Centre.
	William Munger Heynes	Vice-Chairman, Director of Engineering, Jaguar Cars Ltd.
	Fredrick Taylor Hinkley	Commercial Director, Rolls-Royce Ltd.
	Peter Wilfred Essex Holloway, OBE	Chairman, Holloway Brothers (London) Ltd.
	Walter Moray Lines	Chairman and Managing Director, Lines Brothers Ltd.
	George Robin Perronet MacLellan	Chairman, George MacLellan Holdings Ltd.
	James Hugh Niell, TD	Chairman and Managing Director, James Neill Holdings Ltd.
	Charles Alan Salier Palmer DSO	
	John Joseph Parkes	Chairman and Managing Director Alvis Ltd., Coventry.
	Charles Granville Robinson, MBE	Chairman and Managing Director Yorkshire Imperial Metals Ltd.
	David Francis Oliphant Russell, MC, DL	Chairman, Tullis Russell and Co., Ltd.
	George William Job Trowbridge,	Deputy Managing Director, Wickman Ltd.
OBE	George Herbert Gould	Chairman and Managing Director, Aircraft Materials Ltd.
	Thomas Howie	Lately General Manager, Fibres Group, Imperial Chemical Industries (Europa) Ltd.
	William Leslie Lyall	Managing Director, Peter Scott and Company Ltd.
	Hugh Metcalf	Manager (G.W. Projects) Guided Weapons Division, British Aircraft Corporation Ltd.
	Frank Alexander Newhouse	Chairman and Managing Director, Readicut International Ltd., Wakefield.
	Kenneth Garnar Newton, MBE TD	Managing Director, James Garnar and Sons Ltd.
	Cyril Oettinger, AFC	Director, Oneida Silversmiths Ltd.
	Henry Lightbown Schollick	Director, B. H. Blackwell, Ltd.
	James McGregor Sinclair, MBE	Director and Deputy Chairman A. I. Welders Ltd., Inverness.
	Philip Gordon Smyrk	Executive Director, Johnson, Matthey and Company Ltd.
	Lewis Edward Van Moppes	Chairman and Joint Managing Director, L. M. Van Moppes and Sons Ltd.
	George Edward Dudley Whitaker	Chairman Sperry Rand Ltd.
	Kenneth Thomas Wild	Lately Managing Director, Thomas C. Wild and Sons Ltd.
	Geoffrey Light Wilde	Chief Engineer, Aero Engine Division, Rolls-Royce Ltd.
	William David Williams	Director of Operations, Revlon Overseas Corporation, Maesteg, Glamorgan.
MBE	Herbert William Baldock	Export Manager, Commercial Plastics Ltd., Cramlington, Northumberland.
	David William Bennion	Sales Director Graesser Salicylates Ltd., Sandycroft, Flintshire.
	Samuel Black	Head of Exhibition and Publicity Department and Editor of the Journal, London Chamber of Commerce.
	Albert Eric Clayton	Managing Director, Cosmic Crayon Company Ltd., Bedford.
	Benjamin Wilson Crewdson	Lately Sales Director, Cosalt Ltd., Grimsby.
	George David Davies, DSC	Export Manager, Lewis Woolf Griptight Ltd.
	George Alexander Dodd	Divisional Director and Commercial Manager, Telephone Cables Division, British Insulated Callendar's Cables Ltd.
	William David Earnshaw	Chairman, Earnshaw Ltd.
	Wallace Paterson Elliott	General Manager, Imperial Chemical Industries Ltd. (Oesterreich) Vienna.
	George Henry Harrison	Production Planning Manager, Vosper/Thorneycroft Group, Portsmouth.
	Robert Edgar Helme Kennedy	Proprietor, R. E. H. Kennedy.
	Miss Evelyn Mary Palethorpe	Lately Shipping Manager, P. P. Payne and Sons Ltd.
	Walter Parker	Technical Director, Ernest Scragg and Sons Ltd.
	John Peck, ERD	Secretary, Slough and District Chamber of Commerce and Industry Incorporated.
	Raymond Sydney Pollard	Manager, Sales Projects, G. W. Division, British Aircraft Corporation (Guided Weapons) Ltd., Stevenage.
	Ernest John Davidson Poole	Lately Chief Cloth Consultant, Wool Industries Research Association.
	Robert Cyril Sheldon	Group Chief Development Engineer, Joseph Lucas Ltd.
	Ian MacLeod Smith	Sales Director, Jones Cranes Ltd.
	James Edward Thomas	Managing Director, E. W. Thompson and Sons Ltd., Kendal.
	Raymond Eric White	Marketing Director, Clover Leaf (Products) Ltd., Swindon.
BEM	Archie Harry Bryant	Supervisor, Erection Team, George W. King, Ltd., Stevenage, Herts.

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Application for anti-dumping or countervailing duties on cheese

THE BOARD OF TRADE gave notice on January 22 that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968 – since consolidated as the Customs Duties (Dumping and Subsidies) Act, 1969 – of anti-dumping and/or countervailing duties on certain types of cheese, curd and cheese products imported from certain countries other than New Zealand.

Mr. Anthony Crosland, President of the Board of Trade, in reply to Parliamentary Questions, announced on April 2 that he was satisfied that exports of cheddar and certain other types of cheese to the United Kingdom from these countries had been and were being dumped and subsidized on a considerable scale and that this dumping and subsidization had caused and threatened to cause material injury to the United Kingdom cheese producers; but that he had decided to await the outcome of discussions between the Minister of Agriculture, Fisheries and Food and the countries concerned about the voluntary restraint by those countries of the level of their exports of cheese to the United Kingdom. The Governments of New Zealand, Australia and the Republic of Ireland which supplied most of our imports of cheddar-type cheese, had already agreed to co-operate in a scheme of voluntary restraint.

Since then, the Governments of Canada, Denmark, France, the Netherlands, Norway and South Africa have also agreed to co-operate in a scheme of voluntary restraint of their exports of cheddar-type cheese to the United Kingdom for a period up to March 31, 1970. These countries comprise all the main overseas suppliers of cheddar and cheddar-type cheese to the United Kingdom.

Accordingly, the Board of Trade have decided that in these circumstances it would not be in the national interest to impose anti-dumping or countervailing duties on cheese.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 9.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption Required Until	Reference
29.06	2-*tert* Butyl-p-cresol (-OH at 1)	2-tertiary Butyl 4 - methyl phenol	December 31, 1969	13302
29.14	1 - Phenyl - 2 - salicyloyl-vinyl Benzoate	B - Benzoyloxy - 2' - hydroxychalocone	December 31, 1969	13300
29.23	DL-Valine	As in previous column	December 31, 1969	6506
29.25	3, 5 - Dinitro - o - toluamide (-CONH$_2$ at 1)	3, 5 dinitro - o - toluamide	December 31, 1969	13286

Note of amended definition

The following proposed definition for exemption purposes Decanoic acid, mixed isomers which was advertised on April 25 has been amended to *tert* Decanoic acid, mixed isomers.

Two new references to the Monopolies Commission

ANSWERING A QUESTION in the House of Commons on June 16, Mr. Anthony Crosland, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply of: asbestos and certain asbestos products; starch and glucose.

Notes

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The exact terms of the reference are not being made public immediately. They will be published when they are sent to the Monopolies Commission. It is normal practice for firms concerned to have an opportunity to comment on the terms of the reference before they are settled.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Dreamland Electrical Appliances Ltd. and Monogram Electric Housewares Ltd.

(2) Sealed Motor Construction Co. Ltd. and Central Heating Pump Business of The Birmingham Small Arms Co. Ltd.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

NBPI report on man-made fibre and cotton yarn prices

THE FIRST REPORT of the National Board for Prices and Incomes on Man-made Fibre and Cotton Yarn Prices was published on June 19. This report deals only with a proposed increase in the price of unprocessed viscose rayon textile (filament) yarn and with the increases made in December 1968 in manufacturers' charges for processing viscose and acetate yarns – that is, for carrying out operations such as twisting, dyeing, or winding on the different packages before the yarn is delivered to weavers or knitters.

The National Board for Prices and Incomes considers that an increase in the price of unprocessed yarns averaging 5 per cent should be allowed to provide the necessary inducement to maintain production. The original proposal was for a flat increase of 6d. per lb., averaging 9 per cent. The National Board has also examined the rate of return earned from the processing of viscose and acetate yarn, including the processing for which increases in charge have not been made, and do not consider this to be excessive.

The First Secretary of State and Secretary of State for Employment and Productivity, and the Board of Trade, accept the report and the recommendation that an increase in the price of unprocessed yarns averaging 5 per cent should be allowed.

Notes:

The Board of Trade were notified under the early warning arrangements of proposals to increase prices of certain unprocessed viscose rayon textile (filament) yarns by 6d. per lb. In December 1968 the prices of certain processed viscose and acetate rayon textile (filament) yarns were raised and there were increases in many prices for cotton and man-made fibre yarns spun on the cotton system.

The First Secretary and Secretary of State for Employment and Productivity, and the President of the Board of Trade, considered it desirable that these actual and proposed price increases should be referred to the National Board for Prices and Incomes. The reference relates to yarns which are mainly used for the manufacture of woven and knitted textiles, for thread, and for making apparel, household textiles of industrial fabrics. Three particular types of yarn, all of very considerable importance to the textile industry, were included.

These are:

(a) Unprocessed viscose rayon textile (filament) yarns.
(b) Processed viscose and acetate rayon (filament) yarns.
(c) All types of cotton and man-made fibre yarns, including mixtures of the two, which are spun on the cotton system.

The cotton system is the spinning process, generally carried out in Lancashire, used in producing yarns from cotton and short-staple man-made fibre. It does not include spinning processes which are applied to wool, long staple man-made fibre or to other fibres such as flax and jute.

The National Board for Prices and Incomes have not completed their inquiries on all the products covered by the reference. The first report deals only with unprocessed viscose rayon textile (filament) yarn – where the proposed price increase had been deferred while the NBPI reported on it – and the increase in manufacturers' charges for processing viscose and acetate yarns.

New industry for Pontardawe

THE BOARD OF TRADE announce that Eastmead Engineering Co. Ltd., are going ahead with a new project at Pontardawe. Eastmead Engineering at present occupy premises of 50,000 sq. ft. at Camberley, Surrey, where they employ 170 people on specialist presswork, toolmaking and general engineering. They produce and assemble sub-components for a wide range of firms in the domestic appliance, automobile and associated industries.

To provide expanded production facilities to meet rapidly increasing orders the firm have built a new factory of 23,000 sq. ft. on the Alloy Industrial site where a number of new factories have been established since it was acquired by the Pontardawe Rural District Council three years ago.

The factory will be ready for occupation during the last week in June, and will soon employ about 50 people, two-thirds of whom will be men. As and when the company has consolidated its position in Wales with local industry a further scheme of expansion is envisaged. The company has paid tribute to the help it has received from the Board of Trade who are providing financial assistance for the project and to the Pontardawe RDC who made the site available.

Telcon Metals take over Board of Trade factory at Aycliffe

TELCON METALS LIMITED are to take occupation of a vacant 19,600 sq. ft. Board of Trade factory on the Aycliffe Industrial Estate. The group intends to extend its penetration towards the finished goods end of its market, concentrating initially on its more recent developments and its rapidly expanding activities. These are predominantly in the light engineering field.

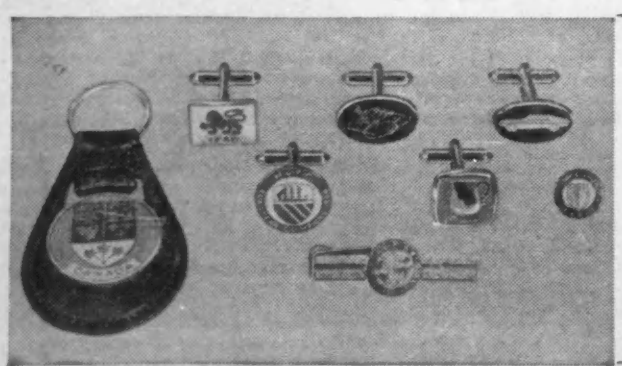
It is its intention to move into the new premises in the course of the next few months and over the next few years depending on the success of the unit and the growth of the markets for its products, expects to employ some 90 people.

Industrial expansion in Perth

THE POSSIBILITY of Perth's linear advance factory programme extending to about 400,000 sq. ft. of floor-space with a potential of between 1,200 and 1,400 jobs was envisaged on June 17 at a concrete-pouring ceremony at the town's North Muirton estate to mark the start of construction on the first phase of the programme.

Lord Provost David K. Thomson said the first phase would comprise 10 units covering 21,500 sq. ft. which would be sold or leased separately or in larger blocks according to industrialists' requirements. The first 10,000 sq. ft. would be completed by the end of September and the remainder around the middle of October.

The factories are being built on part of the 20-acre site developed by Perth Town Council for industrial purposes with a further 20 acres available for immediate expansion. Adjoining them is the 66,000 sq. ft. synthetic fibres spinning plant for William Halley & Sons Ltd., Dundee, which is expected to be completed next spring. It is hoped that their initial work force of about 120 will ultimately reach 300.



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Scientific instrument firm sets up in Ulster

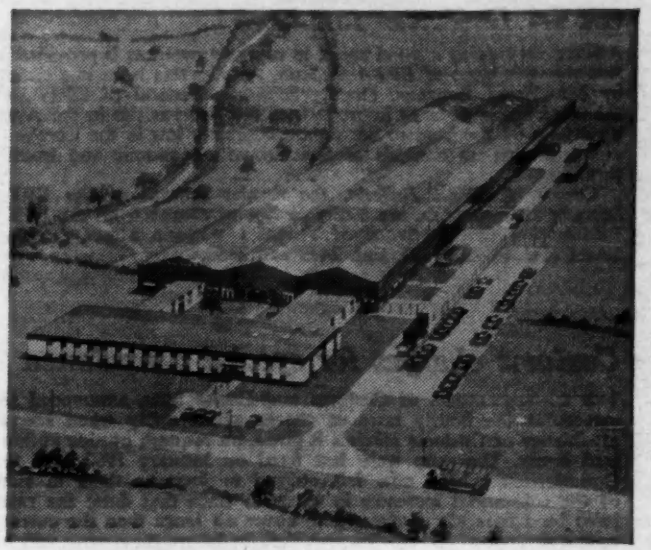
MR. ROY BRADFORD, Northern Ireland's Minister of Commerce, announced on June 17 that Appleby & Ireland Ltd. of Basingstoke will shortly begin production of highly sophisticated pressure responsive elements for aero-space and process industries in a new 17,250 sq. ft. Government factory at Strabane, County Tyrone. They will also manufacture miniature electron beam welding units which they have developed in recent years and for which a growing export market is expected.

Over 40 per cent of production in the new factory will go directly to EFTA and EEC countries. A large export market in Russia is also anticipated. In addition a considerable part of the remaining output will go to major industries for use in products themselves destined for export outside the United Kingdom.

German firm plans major expansion in Northern Ireland

NEGOTIATIONS WITH OLYMPIA WERKE AG, a subsidiary of the giant electrical concern AEG Telefunken, about the establishment of a 600 job factory in Northern Ireland are at an advanced stage. This was announced on June 13 by Ulster's Minister of Commerce, Mr. Roy Bradford, during his industrial promotion tour in West Germany. The project, which will be Olympia's first ever expansion outside the Federal Republic, involves the manufacture of electro-mechanical adding and calculating machines.

It is intended that assembly of machines from imported parts will be carried out in the initial stages but later the full manufacturing process will be undertaken. Subject to the successful completion of current negotations Olympia expect to start production in Belfast later this year and to employ between 500 and 600 people, half of them men, within five years.



An artist's impression of the new 100,000 sq. ft. factory now being built at Ystrad Mynach, Monmouthshire, for Tudor Accessories Limited, the motor accessory and garden tool firm which is to switch production to South Wales from its factory at Hayes Middlesex. The factory is being built on a 34-acre site, which gives room for expansion. The long term plan is to build up to a payroll of 500 at the South Wales factory. The company hopes to be in production at the new factory by the end of November.

- New Industrial Estate at Alfreton in the heart of the growing East Midlands.
- 42 acre development to be carried out by Taylor Woodrow to provide factories and warehouses to clients' requirements.
- 5 minutes by dual carriageway to the M1.
- The manufacturer would be located in an old-established industrial area with abundant supplies of local labour.
- Distributors can reach a market of four million people within easy road haul of the estate.
- The London/Yorkshire Motorways provide a fast link through the heavily populated belt from Leicester to Leeds.
- Importing/exporting through the Humber ports. East Midlands Airport at Castle Donington.

Alfreton
for the Motorway Age

- Factual illustrated literature available. For further information contact:

Gerald Hopkins, Managing Director
TAYLOR WOODROW INDUSTRIAL ESTATES LTD.
41 Welbeck Street · London W1M 7HF · 01-486 0606

Industrial Estates also under development at Tuffley GLOUCESTER (13 acres), Hadleigh Road IPSWICH (40 acres), Rutherglen GLASGOW (62 acres), Birkenshaw LANARKSHIRE (30 acres). Other estates to be announced shortly.

TAYLOR WOODROW

Profit from your innovation

If you are a practical manager
with a worthwhile technical innovation
we have the money to back you.
We provide capital and advice without seeking
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Please consult Anthony Stevens at:

Technical Development Capital Limited
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Tel: 01-628 0594

TDC offices: Birmingham, Brighton, Bristol, Cambridge, Cardiff, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, London, Manchester, Newcastle, Nottingham, Reading, Wolverhampton, Channel Islands.

'EFTA Bulletin' for June

ADVICE ON finding a good agent in markets overseas is provided in this month's issue of *EFTA Bulletin*. Also in this issue is a review by Mr. Bengt Rabaeus, Deputy Secretary-General of EFTA, of the work being done to improve trading opportunities in the Area, an article on the need to harmonize company law in the European countries and an analysis of Switzerland's economic and trading position.

Copies of *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479 and 2480.)

Customs charges for special attendance

THE COMMISSIONERS of Customs and Excise have announced increases in the hourly rates of charge which apply when special attendance of Customs officials is given, on request, outside authorized hours. The rates were last fixed on January 1962, and the Commissioners have now felt obliged to increase them in view of the substantial increases in expenses since that date; the rates have been carefully reassessed to cover no more than the current economic cost of the service provided. In future these rates will be comprehensive covering not only the officer's time but also travelling and other incidental expenses which were separately charged in the past.

At the same time, the authorized hours at bonded wharves and designated customs airports, during which free attendance by customs officials is normally given, have been extended. In general, these hours will be from 6 a.m. to 7 p.m. on weekdays (Monday to Friday) where previously they were from 6 a.m. to 6 p.m., but for some work attendance will be free at all hours.

The charge will operate from July 1, 1969, and full details are given in a new Notice No. 112, copies of which may be obtained at any Customs House or Customs and Excise Office in the United Kingdom, or from HM Customs and Excise, Secretaries' Office, King's Beam House, Mark Lane, London, E.C.3.

Purchase tax on jewellery processes

IN VIEW OF the difficulties and misunderstandings which have been experienced regarding the application of purchase tax to both the processing of jewellery and to dealings in second-hand jewellery, the Commissioners of Customs and Excise have found it necessary to re-examine the situation and as a result have decided, in consultation and agreement with the Jewellery Trade Liaison Committee (representing the principal Trade Associations concerned), that existing rulings regarding the processing of jewellery should be withdrawn and new simpler directions, which can be more easily interpreted by the trade and Customs and Excise Officers.

A new Customs Notice No. 77G has now been issued which contains the revised directions. This Notice supersedes all earlier directions relating to the application of purchase tax to articles of jewellery, imitation jewellery and other goldsmiths' and silversmiths' wares (whether new or second-hand) which have been subjected to a process or processes of manufacture.

The Jewellery Trade Liaison Committee and the Commissioners have agreed to appoint a joint sub-committee to consider and advise the Commissioners on any cases which cannot be resolved within the terms of the Notice but which involve points of principle of general importance.

Lower initial deposit for Giro accounts

THE MINIMUM initial deposit required when opening a Giro account is to be reduced from £5 to £1 from July 1. This was announced by Mr. John Stonehouse, the Postmaster General, in reply to a question in the House of Commons on June 11.

The lower deposit, by making it easier to open a Giro account, will help the growing number of businesses wishing to use Giro in schemes requiring a wide spread of private accounts.

First issue of ' Timberlab News '

THE FIRST ISSUE of *Timberlab News*, a quarterly newsletter issued free from the Ministry of Technology's Forest Products Research Laboratory, was distributed on June 16. The newsletter will supplement information contained in the Laboratory's new, shorter Annual Report.

Timberlab News is being circulated as a slip-in supplement to *Timber Trade Journal*. The first two issues will also be mailed direct to building, joinery and furniture firms, and to timber merchants and other producers, processors and users of timber.

June issue of 'New-Technology'

THE GROWING importance of the specialist contractors who undertake the design, supply and construction of complete chemical process plants is stressed by Mr. C. Freeman, of the University of Sussex Science Policy Research Unit, writing in the June issue of *New Technology*. The article, Chemical Process Plant: Innovation and the World Market, summarizes the main results of an inquiry carried out by a research team at the National Institute of Economic and Social Research and the Science Policy Research Unit, supported by a Mintech grant.

The issue also carries an article describing the work in progress and facilities at the Industrial Unit of Tribology at Leeds University. Value of contracts negotiated with the Unit, set up by Mintech last year, has already reached £80,000.

Retailers advised to make early decimal switch in 1971

RETAILERS SHOULD TAKE as many preparatory steps as they can now and aim at a switch to decimals on or very soon after D Day, February 15, 1971 when Britain begins changing over to decimal currency. This advice is given by Mr. Barry Reed, chairman of the Retail Alliance, writing in the latest issue of the Decimal Currency Board's newsletter, published on June 17.

The newsletter also contains an article by Mr. W. J. M. Beckwith of International Computers Ltd., dealing with the changeover from the computer user's point of view and giving suggested deadlines for preparatory action. Other items include details of the recently published national survey conducted by the Board into decimalization awareness and preparedness amongst business management.

Massey-Ferguson tractors, gifts to farmer relatives at home from Indian expatriates living in six countries, about to leave Coventry, for Madras. Mrs. Darsham Kaur Grewar, of Coventry, who was sending a tractor to her father in the Punjab, presents a garland to the driver of the lorry carrying her crated gift to the docks on the first leg of its journey. There were 16 tractors in the consignment – all 45 h.p. MF135 models similar to the one pictured – which was the first under a new arrangement agreed with the Indian Government whereby Indians living and working overseas can purchase tractors in sterling or other convertible currencies and send them to work on the farms of close relatives in India.

Visits by British Overseas Commercial Representatives during the period to September 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

			In present post since
EGYPT (Cairo)	G. L. SIMMONS, MVO, Counsellor (Commercial)	September	1968
GERMANY (Düsseldorf)	C. W. BLACKMAN, MBE, Consul (Commercial)	September	1967
HONDURAS (Tegucigalpa)	H. A. ROGERS, MBE, First Secretary, Head of Chancery and Consul	August/September	1967
MOROCCO (Casablanca)	B. SPARROW, Consul	August/September	1968
PHILIPPINES (Manila)	N. J. PAGET, Junior Attaché (Commercial)	August/September	1967
SIERRA LEONE (Freetown)	C. W. S. DEXTER, Second Secretary (Commercial)	September	1968
SINGAPORE	G. RUTHERFORD, First Secretary (Commercial)	August	1968
SOUTH AFRICA (Johannesburg)	R. A. FARQUHARSON, Deputy Consul-General (Commercial)	September/October	1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Officers, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20, Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Office of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
	May 23,	
818,160	Nobel Bozel	Crystalline hydrated glyoxal and its preparation.
885,336	Nobel Bozel	Process for the preparation of salts of trichloracetic acid.
889,754	Standard Telephones & Cables Ltd.	Electronic gate circuit.
909,630	Standard Telephones & Cables Ltd.	Electro-mechanical resonators.
911,005	Standard Telephones & Cables Ltd.	Telephone apparatus.
952,108	Standard Telephones & Cables Ltd.	Improved encapsulated diode assembly.
963,547	Fritz Rickman	Process for the enamelling of iron articles with vitreous enamel.
1,014,187	Polytype A.G.	An expanding mandrel.
1,019,336	Standard Telephones & Cables Ltd.	Self-tuning radio receivers.
1,023,531	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,029,056	Orsymonde	Vegetable extracts for pharmaceutical use.
1,036,164*	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,036,165	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,074,234	Gevaert Photo-Producten N.V.	Photochemical cross-linking of polymers.
1,098,615	Mary Cecelia Harrison	X-ray demonstration device.
1,100,221	Societe Anonyme Francaise du Feroda	Vehicle brake drums.
1,105,504	Societe Anonyme Francaise du Feroda	Automotive vehicle brakes.
1,112,125	Gevaert-Agfa N.V.	Document copying apparatus stripping mechanism.
1,113,495	Albert Sidney Patterson	Cooling devices for fluids.
1,115,065	Gevaert Photo-Producten N.V.	Thermographic copying method and apparatus.
	May 30	
902,487	Regie Nationale des Usines Renault	Push-button control devices for gearboxes.
904,782	Standard Telephones & Cables Ltd.	Arrangements for combining the displays of indicators.
905,434	Standard Telephones & Cables Ltd.	Optical combining arrangements.
906,110	Standard Telephones & Cables Ltd.	Optical combining arrangements.
1,013,578	Societe Boulonnaise de Recherches et de Diffusion Pharmaceutiques 'Sorbore'	Analgesic composition.
1,068,595	Gevaert Photo-Production N.V.	Colour photographic process.
	June 2	
919,065	The Dow Chemical Company	Improvements in laminates.
1,096,070	International Standard Electric Corporation	Counting Coders for use in pulse-code-modulation systems.

Number	Grantee	Subject-matter
	June 4	
861,378	Nobel-Bozel	Production of new compositions from glyoxal and alkali metal silicates.
891,422	Nobel-Bozel	Process for extracting sulphur dioxide from gas which contains it.
927,176	Regie Nationale des Usines Renault	Hydraulic devices for effecting, raising and lowering of equipment coupled to agricultural tractors.
980,899	Philco-Ford Corporation	Manufacture of optical elements.
984,573	Philco-Ford Corporation	Electrical impedance networks simulating inductance.
1,008,938	Institute de Recherches de la Siderurgie Francaise	Process for roasting by fluidization, more particularly for magnetizing roasting.
1,023,837	Philco-Ford Corporation	Electrical signal apparatus.
1,036,115	Philco-Ford Corporation	Production of metal layers or films.
1,122,855	Howaldtswerke Deutsche Werft Aktiengesellschaft Hamburg und Kiel	Supporting systems for fastening insulated containers in ships' holds.
	June 6	
842,405	The DOW Chemical Company	Transparent moulding compositions.
1,000,612	Robert Wallace	Improved shaving device.
1,010,140	Johannes Guido	Transfer machines.
1,019,462	Lake Oy	Novel 3-azabicycle-[3.2.2]-nonane.
1,032,190	Alfred Pitner & Nadella Societe Anonyme	Roller bearings.
1,046,825	Glaverbel	Load handling vehicle.
1,090,481	Laboratoires Laroche Navarron	Diuretic compositions.
1,108,935	Sperry Rand Limited	Improved electrical relay.
1,127,145	Centro Sperimentale Metallurgico S.p.A.	Process of producing pure iron powder and product thereof.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Aviation and Shipping

Commission on Third London Airport Stage II hearings for Cublington (Wing)

THE COMMISSION on the Third London Airport gives notice that the third public local hearing in Stage II of its work will relate to the Cublington (Wing) site. The hearing will take place at the Borough Assembly Hall, Aylesbury, Bucks., starting on July 14. The sessions will begin at 10 a.m. and resume at 2.15 p.m. on Mondays to Thursdays inclusive. A complete shorthand note will be taken and copies of the transcript will be available for purchase from Messrs. Cherer & Co., either at the hearing or from 34 Essex Street, Strand, London, W.C.2.

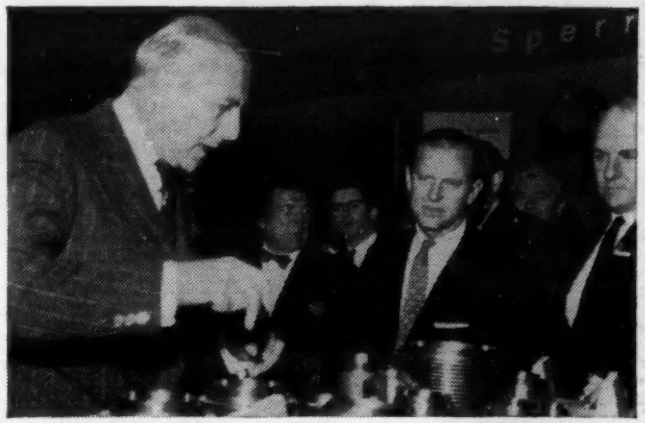
The purpose of the Stage II hearings is to provide an opportunity for the Commission to be informed as early as possible of all the local implications which it should take into account in its further work on each of the short list sites. At Stage V, which will probably take place early in 1970, interested parties will be able to test in public the material produced in respect of all four sites during the preceding stages.

As a basis for objections, comments and representations at the Stage II hearing relating to the Cublington (Wing) site, the Commission has made available the broad information set out in the publication 'Site Information for Stage II Local Hearings: 3. Cublington (Wing)' which is available from HMSO, Government bookshops or other booksellers.

Information on unit load/container services from nine British ports

INFORMATION ABOUT specialized unit load/container services from nine United Kingdom ports is presented in concise form in a pocket-sized folder published by the British Transport Docks Board. Entitled 'Unitization in Action' the six-page folder details destinations served, and numbers of sailings, by seventeen specialized services from the Docks Board ports of Hull, Grimsby, Immingham, Goole, King's Lynn, Southampton, Newport, Swansea and Garston.

For shippers interested in taking advantage of these opportunities for rapid shipment of cargo to North America, Scandinavia, the Continent and Ireland, 'Unitization in Action' includes a list of port and commercial offices where inquiries will be welcomed. Copies of the publication are available free, on request, from the Marketing Manager, British Transport Docks Board, Melbury House, Melbury Terrace, London, N.W.1 (Tel. 01-486 6621),



HRH Prince Philip during his visit to the Paris Air Show examined stainless-steel flexible duct joints for the next generation of aircraft on display on the Avica stand. Picture shows, left to right foreground: Mr. John H. Millar, chairman, Avica Equipment Ltd.; Prince Philip, and Sir Richardson Smeeton, director of the Society of British Aero-Space Companies Ltd.

Port terminology report

A NEW BOOKLET has been published jointly by the National Ports Council and the Dock and Harbour Authorities' Association to iron out some of the inconsistencies in the terms applied at different ports to the charges for similar facilities and services. The two organizations are seeking to promote standardization of the principles of port charging throughout Britain, but their efforts have been handicapped because ports use different terms to describe charges for basically similar services.

The report was produced by a working party of representatives of the NPC and DHAA, and is restricted to terms used in communication with the public in connection with charges. Further work on port terminology may follow.

Copies may be obtained from the National Ports Council, 17 North Audley Street, London, W1Y 1WE (Tel. 01-493 7911).

New Board of Trade Engineer Surveyor-in-Chief

MR. H. N. E. WHITESIDE, F.I.Mech.E., M.I.Mar.E., Engineer Surveyor-in-Chief, Board of Trade, retires on June 30. He will be succeeded by Mr. G. Victory, F.I.Mech.E., M.I.Mar.E., deputy Engineer Surveyor-in-Chief.

Change of address of Inspector of Mercantile Marine Offices

THE offices of the Board of Trade Marine Division – Examiners of Engineers, Inspector of Mercantile Marine Offices will be changed from Hillgate House, 35 Old Bailey, London, E.C.4, to Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876), on June 28.

Parliamentary answers on aviation and shipping

MONDAY, JUNE 16

Coach fare to Aldergrove Airport

Mr. William Rodgers, Minister of State, Board of Trade, was asked if he would refer to the National Board for Prices and Incomes the 33⅓ per cent increase in the coach fare from Great Victoria Street Station, Belfast, to Aldergrove Airport. He replied that this and the other fare increases put into effect by Ulster Bus were under consideration in the light of the Prices and Incomes policy.

Oil pollution

A Member asked if steps would be taken to refuse entry to British waters to all oil tankers which did not operate the load-on-top system, in order to increase the safeguards against coastal pollution. Mr. Rodgers answered that the load-on-top system was operated by more than three-quarters of the world's tankers, and the Board of Trade would be glad to see it universally adopted. 'But as it is not the only way of avoiding pollution,' said Mr. Rodgers, 'I do not consider that we should be justified in seeking to refuse entry to British waters to oil tankers which do not use it.'

Mr. Elystan Morgan, Under-secretary of State for the Home Department, in the course of a debate on Coastal Pollution, told the House that under the agreement that was signed in Bonn on June 9, the United Kingdom would be responsible for collecting reports on any oil slicks within certain areas of the sea bordering our coasts, for keeping

a watch on their movements and for passing information about them to other signatories likely to be affected. These responsibilities under the agreement would be undertaken by the Board of Trade.

Holy Island Coastguard Station

Answering a Member who asked whether, in view of the exceptional position of Holy Island and the increasing number of private sailing yachts in its vicinity, he would reconsider his plan for turning HM's Coastguard Station. Holy Island, from a full-time station into one of auxiliary status, Mr. Rodgers said: 'No. During the last five years Holy Island Coastguard Station dealt with less than 10 incidents in only two of which was a vessel in difficulties. Nowadays, most incidents in the area are reported by radio, or "999" calls and these messages are routed to the Coastguard Rescue Headquarters at Seahouses. Watch will continue to be kept at Holy Island during bad weather and when other circumstances require it.'

TUESDAY, JUNE 17

Aldergrove Civil Airport

Mr. Rodgers told a Member who asked what progress had been made in transferring Aldergrove Civil Airport in County Antrim to the authorities in Ulster that terms of transfer were under discussion with the Northern Ireland authorities but he was unable at present to say when the transfer was likely to take place.

WEDNESDAY, JUNE 18

Edwards Committee report

The President was asked when he now expected to publish the White Paper on the proposals of the Edwards Committee. Replying, Mr. Anthony Crosland, President of the Board of Trade, said he was proceeding with consultations, and he aimed to publish a White Paper as soon as possible. He now thought it unlikely that this would be before the Summer Recess.

Inquiry into loss of vessel

Answering a question concerning the inquiry into the loss of the vessel 'Irene', Mr. Rodgers said that the Board of Trade cooperated with the Liberian authorities and was represented at their inquiry held in Greece in April. They were awaiting a copy of the report before coming to any final conclusions.

Teesside Airport

Replying to questioners who asked what representations had been made by the Teesside Airport Joint Committee on the subsidisation of local essential services as recommended by the Edwards Committee, what reply had been sent and whether, in view of the proposal to withdraw scheduled services from Teesside Airport, he would now make an announcement of the action that the Government proposed to take to implement the recommendations contained in Chapter 14 of the Edwards Report, Mr. Rodgers said that the airline concerned had said that it did not intend to act precipitately. The recommendations of the Edwards Report on regional air services were being considered and the Government's views on this would be set out in the White Paper.

Facilities at airports

Asked what standard of facilities was provided at airports by his department in British overseas territories; and how such facilities compared with those available at Turnhouse Airport, Edinburgh, Mr. Rodgers said: 'The nature of the facilities – primarily the responsibility of the territory concerned – varies greatly because of wide differences in types of aircraft handled, volume of traffic and operating conditions. The common aim, and this applies to Turnhouse also, is to ensure the highest standards of safety and to deal with traffic as effectively as possibly, bearing in mind cost factors.'

Oil pollution

In a statement concerning what further steps were being taken by HM Government to prevent the spoliation of the coasts of the United Kingdom by oil discharged from shipping, Mr. Rodgers said: 'As my hon. Friend, the Under Secretary of State for the Home Department, said during the course of Monday's debate, we are co-operating with other governments in the Intergovernmental Maritime Consultative Organization in considering further measures to reduce the risk of accidents at sea that threaten pollution. As regards deliberate pollution, the International Convention on oil pollution is being amended, largely on British initiative, to prohibit the discharge of oil in polluting quantities anywhere at sea. In co-operation with other European countries our detection and reporting arrangements are being extended to give better early warning. The Board of Trade will in future be prepared to arrange and pay for the clearance of oil threatening the coast while it is still out at sea.'

Replying to a further question as to what recent discussions he had held with the shipping industry on the problem of oil pollution, he said the department were in constant touch with the shipping industry on that problem, especially in connection with the negotiation of international agreements on measures to prevent pollution of the sea.

Pollution of marine life

The President was asked what proposals HM Government had for the enforcement of new rules governing pollution of the marine environment and the conservation of the living resources of the sea, now being discussed at the Intergovernmental Maritime Consultative Organization; and whether he will make a statement. In reply Mr. Rodgers said that the amendments of the International Convention for the Prevention of Pollution of the Sea by Oil, based on United Kingdom proposals, had been prepared by IMCO. When there was adequate international agreement they would introduce legislation to enable them to be enforced. IMCO was also considering the control of marine pollution by other substances and was collecting information internationally with a view to further discussion in September.

Aircraft noise level

In reply to a questioner who asked whether, having regard to the United States Federal Aviation Agencies adoption of the aim of limiting aircraft noise to a maximum of 80 perceived decibels as soon as this was technically practicable, he would adopt the same aim, Mr. Rodgers said that the FAA had not yet adopted such an aim. The department's objective was to reduce aircraft noise by all means that were reasonably practicable and to continue to give a lead internationally on this.

Airline cargo

Asked if he would now take steps to encourage an increase in the imports carried in British airlines, as opposed to foreign, in view of the fact that the percentage, in terms of weight, decreased from 45 per cent to 41 per cent last year, Mr. Rodgers said: 'We hope that British airlines will achieve an increasing share of Britain's trade but this is a matter for the commercial management of the airlines bearing in mind that the revenue to be earned from cargo, and its profitability, depend on the size of consignments as well as on their weight.'

Labour for Icelandic trawlers

The President answering a question as to what reply he had sent to the Icelandic Authorities' representations that Icelandic trawlers had to wait up to 48 hours in Grimsby before they could apply for labour, and that they must wait until all British ships had been landed, said the Board of Trade had received no such representations from the Icelandic authorities. These matters were primarily the responsibility of the fishing industry in Grimsby.

Commonwealth Air Transport Council meeting

In a statement on the recent meeting of the Commonwealth Air Transport Council, Mr. Rodgers said that 19 members of the Council and five British overseas territories were represented. 'With permission, I will arrange for some additional information to be published in the Official Report.'

Airport facilities overseas

Replying to a question as to what facilities were normally provided by his department at airports in British overseas territories Mr. Rodgers said that the provision of facilities was primarily the responsibility of the territory concerned. But in certain cases, taking into account for example the financial position of a territory, the Board did from time to time contribute to the cost involved.

Airport Consultative Committees

Asked what assistance his department was giving to municipal airports setting up consultative committees under section 8(2) of the Civil Aviation Act 1968; and if he would list the authorities that were setting up such committees, Mr. Rodgers said that discussions had been held with the bodies representing most aerodrome owners and advice would continue to be available to individual aerodrome owners regarding the provision of facilities for consultation. In the answer to a question on May 23 he had listed the 13 aerodromes which had been designated so far. In practice nearly all their owners had or intend to, set up consultative committees.

Night arrivals at Heathrow

Asked what plans he had to reduce the number of aircraft arriving at Heathrow by night as larger aircraft came into use, Mr. Rodgers said the progressive introduction of larger, although probably quieter, aircraft was likely to be matched by the growth of passenger demand but they would keep all relevant factors in mind in determining the night quota for the summer of 1970.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, JUNE 16

Insurance companies

Asked to take steps to provide a licensing and registration scheme for all persons engaged in the insurance business, Mr. Edmund Dell, Minister of State, Board of Trade, said the Companies Act, 1967, strengthened the supervisory powers of the Board of Trade over insurance companies. He was not convinced that it would be desirable or practicable to adopt the suggestion but he was very ready to consider any specific proposals which seemed desirable in the public interest and acceptable to the various interests involved. In answer to a Member who stated that many insurance companies were refusing to insure houses, especially those in multi-occupation, against fire risks because the inhabitants used paraffin stoves and heaters; and asked if legislation would be introduced to deal with this problem, Mr. Dell said he was aware that some insurance companies had refused to insure a house in London in multiple occupation against fire risks, on the grounds that the improper use of paraffin stoves and heaters constituted a hazardous fire risk. Mr. Dell continued: 'I think it reasonable that insurers should have discretion in the risks which they accept, and it is not, therefore, proposed to introduce legislation on the matter. The London Fire Brigade are ready to advise on fire precautions in houses in multiple occupation. Owners and occupants who act on their advice should not find it difficult to insure against fire.'

British Weeks

A Member asked if, as a part of the programme of future British Weeks in member countries of the European Economic Community, the Board o Trade would consult with and give practical assistance to appropriate organizations of younger businessmen and trade unionists who wished to arrange conferences, meetings and seminars in the cities in which those weeks are held. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said 'Yes. The advice and services of the Board of Trade will be fully available.'

Weight of tobacco in cigarettes

Mrs. Dunwoody answered questions of complaints of variations in the weight of tobacco in manufactured cigarettes.

'We have received no complaints, but have seen an article in one of last week's Sunday newspapers,' she said, and answering a Member who asked if legislation would be introduced so as to require manufacturers of cigarettes to print on the outside of each packet the approximate weight of tobacco contained in each cigarette, Mrs. Dunwoody said 'It is not our intention to introduce such legislation at the present time.'

Inertia selling

Mrs. Dunwoody told a Member who asked whether, in view of the new evidence sent to the President by the Consumers Association, steps to regulate inertia selling would be taken. She said: 'We received last week a number of letters sent to Consumers' Association by its members. Before we can usefully comment, these will need careful examination.'

Banking hours

Mr. Dell told a Member who asked if the Monopolies Commission could be asked to consider whether the practice of all the largest clearing banks having identical opening and closing hours was in the public interest, that he would bear the suggestion in mind when considering future references to the Commission.

Banking profits

Asked if he would take steps to require banks to declare their true profits, Mr. Dell said: 'Our examination of the full accounts of the banks has not yet reached the point at which we can decide whether or not to continue the present exemptions.'

MONDAY, JUNE 16

Industrial development

Mrs. Dunwoody answered questions on industrial development in the Employment Exchange Areas of Alfreton, Heanor and Ilkeston, and gave information on the number of refusals of applications for industrial development certificates in the years 1963 to 1967.

WEDNESDAY, JUNE 18

Purchase of Greek tobacco

Mr. Anthony Crosland, President of the Board of Trade, was asked to make a further statement about the proposed sale to Greece of a nuclear reactor in association with a purchase of Greek tobacco. He said: 'Negotiations for the sale of this reactor are continuing. The British manufacturers have tested thoroughly the samples of Greek tobacco supplied to them, and can find no significant differences compared with the Greek tobacco which they had evaluated in the past. In their judgment this tobacco is still not suitable for blending purposes because of a continuing distinctive aroma and flavour unacceptable to the British smoker.

'However, the manufacturers have pointed out that they are always ready to test any tobacco to assess its suitability for the United Kingdom market and they will continue to keep in touch with Greek producers.

'The parties to the proposed agreements are discussing with the interested parties in Greece possible methods of producing strains of tobacco which might be acceptable in the United Kingdom. I would hope that the tobacco manufacturers will be willing to participate in a study with the Greek producers to see if they can help them to produce in the future a type of tobacco which would suit the requirements of the United Kingdom market.'

Exports to Greece

Asked to state the value of United Kingdom exports to Greece for the current year to date and what percentage change this represented over the corresponding figure for 1968, the President said: 'The provisional figure to the end of May is £22.5 million, which is an increase of 43 per cent over the corresponding period of 1968. On prospects for British exports generally this year, I would refer the hon. member to my speech in the Budget debate.'

Export Council for Europe

A Member who asked for a progress report on the European Export Council, indicating its composition and grant, was told by Mrs. Dunwoody that the Export Council for Europe forms part of the British National Export Council and shares in the grant made to that body. Its membership includes representatives of industry and Government Departments. It continues to play an active part in promoting exports to Western Europe. Last year it was heavily involved in arrangements for the British Trade Drive in Denmark, and the British Week in Stockholm. This year it is similarly involved in the forthcoming British Week in Vienna.

Agricultural Export Council

In answer to a request for an estimate of the cost effectiveness of the work of the Agricultural Export Council, Mrs. Dunwoody said it was too early to form an estimate about the cost effectiveness of the work of the British Agricultural Export Council which was set up only two years ago. 'We have, however, been sufficiently impressed by the energy with which this Council is attempting to expand exports of agricultural goods and services to make available to the Council grants for export promotion purposes over a three year period,' she said.

Anglo-Soviet trade

The President was asked to make a statement on his official visit to Moscow and on the future of Anglo-Soviet trade. Mr. Crosland said: 'I visited the Soviet Union at the beginning of this month to discuss with the Soviet Minister of Foreign Trade the development of trade between our two countries, and to sign a new trade agreement for the period from July 1, 1969 to December 31, 1975. The text of the agreement will be laid before Parliament as a White Paper later this month. I expect Anglo-Soviet trade, which doubled in value between 1964 and 1968, to continue to grow; and I hope it will become more diversified.

'I also took the opportunity of being in Moscow to meet the Soviet Minister of Civil Aviation to express my interest in negotiations being opened for an air route across Siberia to the Far East.'

Trade with Canada

An inquiry about action to correct the balance of payments between the United Kingdom and Canada, was answered by the President, who said that although an exact balance of trade with individual countries was not aimed at it was the Government's continuing object, through Government export services and in conjunction with BNEC, to give all possible assistance to British exporters and to exploit the opportunities of this important and expanding market.

Trade with South Africa

Answering a question on the reasons for the decline in British trade with South Africa, the President said our exports to South Africa in 1968 were £261 million compared with £258 million in 1967. Our share of the South African market had been declining since 1958. It was not possible to identify with certainty the many factors which may account for this trend, which was also evident in other of our traditional sterling area markets. But they included increased competition from other Western countries and a growth in local manufacture by British companies. Exports to South Africa were encouraged and assisted by the official services and through the BNEC Southern Africa Export Committee.

Relative profitability of home and export sales

Asked what studies had been made or were in progress of the relative profitability of home and export sales, Mr. Dell said that sample inquiries carried out in 1967 and 1968 indicated a wide range of experience of relative profitability, and he hoped it would be pos-

sible to publish the results soon. For the samples, average levels of export profit rates were lower than for home sales before devaluation, but the gap was narrowed in 1968.

Banks Committee

Mr. Dell answering questions on the Banks Committee said the first meeting of the Committee was held on August 11, 1967. Since then 39 full meetings had been held, including one extending over a week-end. There had also been a large number of meetings of smaller groups, some 60 such meetings having been held in the last 12 months alone. It was expected to complete its inquiry by the end of the year.

Registration of hotels

Asked to announce the date on which the registration of hotels in Great Britain would be introduced, Mr. William Rodgers, Minister of State, Board of Trade, said the Development of Tourism Bill now before the House contained enabling powers for the registration of tourist accommodation and the Tourist Boards for which it also provided would no doubt consider the question in due course and make recommendations.

Californian radishes

Stating that growers of radishes in the Vale of Evesham and elsewhere had been prevented from marketing their early spring crops grown under glass by market flooding by Californian radishes, a Member asked what regulations regarding radish imports were in force to provide protection of home crops; and, in view of the cost to the balance of payments of importing food from abroad, if fresh import quotas for radishes and similar crops would be imposed. Mr. Dell said: 'I have no evidence that the market for home grown radishes has been depressed by imports. Radishes from the Commonwealth Preference Area enter duty free. Other imports pay a 10 per cent duty. There are no quota restrictions on imports of radishes, except for the Sino-Soviet Bloc, and I do not propose to introduce any.'

Imports of fruit and vegetables

Answering questions on the regulation of imports of foreign fruit and vegetables and all horticultural products Mr. Dell said our agricultural programme provided for the expansion of home production. Horticultural growers received financial and other help to enable them to compete more effectively with imports, and the Government saw no need to alter the present arrangements concerning fruit and vegetable imports.

Inertia selling

A Member asked if legislation would be introduced to protect consumers from the receipt of unwanted goods through inertia selling on the lines recommended by the Consumer Association. 'We are examining detailed information supplied last week by Consumer Association and making further inquiries about possible remedies for this problem,' said Mrs. Dunwoody.

Hire purchase for hearing aids

A Member who asked to what extent the practice of renting hearing aids was allowed under the Board of Trade's regulations governing hire purchase, was told by Mrs. Dunwoody that none of the hire purchase or allied regulations applied to hearing aids.

Consumer credit

'The Crowther Committee on Consumer Credit is considering the problem of check trading and personal credit schemes, along with other aspects of consumer credit,' said Mrs. Dunwoody answering a suggestion that an inquiry should be set up into rates of interest and safeguards for consumers in check trading and other personal credit schemes which enable goods to be sold without a deposit.

Workmen's wages

A request for legislation to ensure the rights of a workman as a preferential creditor for wages owing him, even if the assets of the firm for which he was working were seized on liquidation by local authorities employing such a firm when it failed to complete its contract, was answered by Mr. Dell who said: 'I doubt whether this would be desirable but will consider the suggestion again in preparing any further companies legislation.'

Standard weights of packaged goods

Asked what progress had been made with studies concerned with the standardization of the weights at which packaged foodstuffs and other commodities were sold, Mrs. Dunwoody said: 'I understand that the studies to which my hon. Friend refers are those concerned with biscuits, detergents and soap powders. I am still awaiting the results of discussions, particularly on detergents and soap powders.'

Industrial development

Mrs. Dunwoody answered questions on industrial development in South-east England, the West Midlands, Sunderland, Merseyside and the West Derby Division of Liverpool.

Trade Descriptions Act

Asked how many prosecutions had been initiated since the Trade Descriptions Act came into force, Mrs. Dunwoody said: 'By the end of last week local weights and measures authorities had notified us of 435 cases in which it was intended to prosecute.'

Conference of Service Managers

Mrs. Dunwoody was asked why, in view of the contribution of after-sales service to the export drive and to general consumer satisfaction, the Board of Trade refused to be represented at the First Annual Conference of Service Managers on May 2 and 3 in Birmingham. She said attendance at every conference of interest to the Board of Trade would require extra staff. But if there were to be another conference of this kind and the Board of Trade were invited she would certainly consider whether the Board could be represented.

United Nations Conference on Trade and Development

Replying to a Member who asked for a statement on the latest developments within the United Nations Conference on Trade and Development, the President said: 'Over the past several months the Trade and Development Board and all its main committees have met to follow up the results of the Second United Nations Conference on Trade and Development. In addition, the Board has considered, and will continue to consider at its next meeting in the autumn, the proper contribution of UNCTAD to the preparatory work of the Second United Nations Development Decade.'

Davies Investments Ltd.

A request for information on progress being made in the liquidation of Davies Investments Limited was met by Mr. Dell who said the liquidator appointed by the Court had made satisfactory progress with the realization of the assets and hoped to make an interim distribution to the creditors in July. Further realizations and distributions were likely to be spread over a period of years. The liquidator, to save expense, did not propose to call a further meeting of creditors but would send the creditors a report with the interim distribution.

Trade protection associations

A suggestion that an inquiry should be set up into the activities of trade protection associations and the methods they employed to seek recovery of alleged debts, was answered by Mrs. Dunwoody who said it would be premature to set up such an inquiry until the Government had decided what action to take on the recommendation of the Committee on the Enforcement of Judgment Debts that unreasonable harassment of debtors should be made a criminal offence.

Joint Committee of Assay Offices of Great Britain

Mrs. Dunwoody told a Member who asked if the memorandum submitted at the Board of Trade's request by the Joint Committee of the Assay Offices of Great Britain had been considered, that the memorandum would be discussed at a meeting with representatives of the Joint Committee next week.

Company liquidations

Information on the number of compulsory and voluntary liquidations of private and public companies, respectively, to date this year; and comparing this figure with the corresponding period last year, was circulated in *Hansard* by Mr. Dell.

Industrial training of overseas nationals

A Member asked if the Inter-Departmental Working Party, now examining existing arrangements for the industrial training of overseas nationals in the United Kingdom, was giving attention to this question in relation to applicant and member states of the European Economic Community; and when the report of the Working Party would be published. Mr. Dell replied that the Working Party had examined the question of training in the United Kingdom of the nationals of European countries generally. The Working Party hoped to complete its report before the autumn. He would hope to publish either the full text or a summary but would prefer to delay a final decision until he had had an opportunity of considering the report.

Investment grants

Answering questions on the payment of investment grants to firms in the textile waste processing industry, and to machinery used for processing rubber waste and textile waste, Mr. Dell said those firms in the textile and rubber reclamation industries which carried out manufacturing processes resulting in an end product significantly different from the original waste materials could qualify for investment grants on their new machinery or plant. Firms carrying out less substantial processes, such as sorting rubber or textile waste, did not qualify.

Imports of meat

Answering questions on the recommendations of the Northumberland Committee on the importation of carcase meat from countries where foot-and-mouth disease was endemic and on the proposed reduction of import

(*Continued on next page*)

duty on boneless meat, Mr. Dell said it was the Government's intention that the duty should be reduced so that a reasonable amount of trade may flow. 'Before recommending the new rate,' he said, 'I shall take account of all relevant factors including the probable effect on prices. Discussions with the interests concerned are continuing, and a statement will be made as soon as possible.'

Asked what representations he had now received on a reduction of the 20 per cent tariff on boneless meat; by what organizations had these been made; what discussions he had held; and what replies he had sent, Mr. Dell said: 'I have received a wide range of views from overseas Governments and from many Trade Associations, firms and other bodies at home and overseas. Discussions are still continuing with those who have requested them. As I told my hon. Friend on May 14, an announcement will be made as soon as possible.'

Sales of wines, spirits and beer

A Member asked what recent estimate had been made of the number of off-licensed outlets for the sales of wines, spirits and beer; and, in view of differences between the figures for the number of off-licences owned by brewers as noted in the Report by the National Board for Prices and Incomes on Costs, Prices and Profits in the Brewing Industry, Command Paper No. 2965 and the report by the Monopolies Commission of April 24, 1969, what was the present number owned by breweries. Mr. Dell said the figures given by the Monopolies Commission were for 'off-licensed' premises, and did not include fully licensed premises which sold for both 'on' and 'off' consumption.

'The total number of these off-licences in force in 1968 in the United Kingdom is 30,628', said Mr. Dell. 'The Commission estimated that in 1967 some 5,000 of these were in the hands of wholesalers who do not maintain retail premises, so that the total number of off-licensed premises selling wines, beer and spirits to the public may currently be about 25,000.

'The figures given by the Monopolies Commission for the total number of off-licensed premises owned by brewers (9,084 in 1967) were based upon a special survey, and I am satisfied thtat they are accurate.'

THURSDAY, JUNE 19

Export figures for 1967 and 1968

Asked when he would publish the corrected export figures for the years 1967 and 1968, Mr. Dell said: 'I am considering the possibility of publishing a series for recent years of the value of total exports, making allowance for estimated under-recording.'

PM and industrial disputes

In answer to questions, the Prime Minister gave the outcome of the Government's negotiations with TUC on industrial disputes. After referring to the undertaking setting out the lines on which the General Council will intervene in serious unconstitutional stoppages, Mr. Wilson said:

'In these circumstances, the Government have decided not to proceed with proposals for legislation involving financial penalties for those involved in inter-union and uncon stitutional disputes. An interim Industrial Relations Bill will not, therefore, be introduced this Session. Consultations about the legislation to be introduced in the next Session of Parliament will continue with the TUC, the CBI and the other organizations concerned.' (*Hansard*, cols. 700-714.)

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission has prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, London WC2 (Tel. 01-405 3422).

The 71st Annual Meeting of the Canadian Institute of Mining and Metallurgy, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/36. Summaries are given of several papers which were presented at the recent Canadian Institute of Mining and Metallurgy Meeting. These dealt with processes for the production of iron powders and industrial pigments.

Some Developments in Electronics for Printing, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/37. It will be essential to apply modern technology in the printing of newspapers, magazines and books if these are to be produced at an economic price, and if the requirements of the readers are to be met. The developments include computer typesetting, computer data links, improved communication and faster printing.

Broadcasting Tomorrow, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/38. Developments to be expected in broadcasting during the next few years include better management of the spectrum, more provision for mobile radio services, greater use of cable systems and more application, distribution and broadcast satellites.

Tokyo Newsletter, No. 18, 1969. 20 pages. This publication includes information on the following subjects: science and government policy, education, space science, engineering and technology, agriculture and food, medicine and health.

Ottawa Newsletter. No. 4, May 1969. 7 pages. 'This is the season when Canadian thoughts turn to the Arctic. At least four expeditions are aiming for the North Pole.' *Ottawa Newsletter* begins with a description of the expeditions to the Arctic, and continues with an analysis of Canadian research satellites, SDI or System for the Dissemination of Information, balloon watch or system designed to operate at an altitude of 120,000 feet in a jet stream and Churchill Falls Power Project. It also describes the use of wood as an animal food, negotiation development grants, French-English translations by computer, National Research Council Awards, and the Canadian Science Conferences of 1969.

Bonn Newsletter. No. 22, May 1969. 9 pages. This describes oceanography, science promotion, Max Planck Society Institutes, industrial and nuclear research, and education.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

New Books

Courtaulds: an Economic and Social History, by D. C. Coleman. (2 volumes: vol. 1, 305 pages, 20 plates; vol. 2, 543 pages, 33 plates. Oxford University Press. £7 10s.) Dr. Coleman, who is Reader in Economic History in the University of London, was commissioned by Courtaulds to write a definitive history of their business from its beginnings to 1941. The resulting work is an important addition to the ranks of business histories. The author draws attention in his preface to the dilemma of the economic historian. His work is liable to attack by orthodox historians for being too theoretical, weighed down by statistics, or for ignoring the role of individuals. On the other hand, the economist may complain that the history is inadequately based upon economic theory, that it lacks the precision given by sound statistics and properly constructed economic models, and fails to reveal the true economic function of the phenomena examined because of its excessive concern with the individual. Dr. Coleman accepts that these conflicting approaches are probably ultimately irreconcilable. However, the quantifiable aspects of this history are presented in statistical form (there are 139 tables in the text of the two volumes, and many of the 75 figures present statistical data); the simple tools of economic analysis have been used as a method of dealing with certain problems; and a good deal of attention has been paid to the character and performance of leading figures of the firm, to the influence exercised by their attitudes of mind upon the company's reaction to external stimuli, and to the social context of their activities. Volume one covers the development of the company during the nineteenth century as it grew to become the leading manufacturer of silk mourning crepe, and also examines the characters, welfare, policies and political activities of the Unitarian businessmen who ran the firm for most of the century. The sub-title of volume two is 'Rayon', and it begins with the early history of artificial silk (rayon) and the purchase by Courtauld's in 1904 of the patent rights to the viscose process. The world-wide expansion of the rayon industry; the working of the international rayon cartels; and the changing pattern of industrial relations within the firm are amongst other topics dealt with in some detail. The final event covered by the history is the sale of the American Viscose Corporation in 1941. Dr. Coleman has had unrestricted access to all records relevant to the period covered, and indentifies in footnote references all sources which are available for public use. Each volume is provided with an index.

The Blanket Makers 1669-1969: a History of Charles Early and Marriott (Witney) Ltd., by Alfred Plummer and Richard E. Early. (205 pages. Routledge and Kegan Paul. £3.) Witney in Oxfordshire is the heart of the blanket industry and has kept its character as an old wool town. *The Blanket Makers* is the history of Charles Early and Marriott (Witney) Ltd., which has made most of the blankets for many generations. As well as being a history of the company and the families connected with it, the book also tells the story of the industry as a whole and of the community in Witney involved in blanket making. The authors describe how customs and methods of production and distribution in the industry, as well as machines, have changed over the centuries, and demonstrate how important the blanket trade has been at various times.

Training in Industry and Commerce, by E. J. Singer. (66 pages. Institute of Personnel Management, 5 Winsley Street, London W1. 15s. to non-members, 10s. to members, 5s. to IPM student-members.) People in industry and commerce are constantly in learning situations. They change their jobs, new machinery or processes are introduced into departments, promotion takes place, reorganizations of one sort or another occur. Each new situation creates a 'learning' problem before the individual feels competent to deal with the new daily routines. The author, who is a consultant with Urwick, Orr and Partners Ltd., discusses learning in industry and commerce, which he defines as overcoming 'blocks' in the path of effective learning. This new IPM publication outlines management, supervision, work force and comercial training; training in the small firm; how the training function should be set up and where it should take place; and the importance of evaluating results. The author believes that every firm can improve its training arrangements and that, if every company systematically examined its training arrangements on an annual basis, it would not only improve its profit position but would discover that 'training' was a major factor in its total management activity. A full bibliography is included.

Industrial Relations and the Personnel Specialists, by Peter Anthony and Anne Crichton. (302 pages. Batsford. £2 15s.) Public concern about management-worker relationships affect no one more closely than personnel management specialists. This book explores the readiness of the personnel specialists to undertake the responsibility of improving these relationships and to bring about change in industrial relations institutions. *Industrial Relations and the Personnel Specialists* is divided into four sections. The first examines the framework of industrial relations and its important elements: employers' organizations, trade unions and the state. The second section turns to the subject matter of industrial relations and considers the actual process of negotiation, strategies and tactics. It also looks at the important process of internal adjustments which take place within the organization while it is negotiating. In the third section the personnel specialist, his development and the effect of his involvement in industrial relations are discussed. Finally, this publication sets out to explore possible improvements in performance in industrial relations by extending the area of expertise, by improving the performance of the personnel specialists and managers generally, and by making changes in the general framework. The book is intended for practitioners of industrial relations and for students of personnel management and industrial relations.

The New Towns: the Answer to Megalopolis, by Sir Frederick Osborn and Arnold Whittick. 2nd edition. (456 pages. Leonard Hill. £8 8s.) The first edition of *The New Towns* was published in 1963. The text for this second edition has been revised and up-dated throughout. Chapters have been added on the new towns started in Great Britain since 1963, and the descriptions of the earlier towns have been extended. In the first edition these chapters were placed in the order of dates of designation. They have now been grouped according to the geographical location of the particular towns. The order of the sections within each chapter has remained the same; they include reasons for designation, features of the site, analysis of the outline plan, course of construction, descriptions of residential areas, neighbourhood, town centre, industrial zones and an appraisal of the social aspects. The authors have also described the important advances made in regional planning policy. New plans, photographs and statistical tables have ben introduced, and the bibliography has been extended.

As D Day (February 15, 1971) approaches, employers are faced with the prospect of training their staff to meet the problems associated with conversion to decimal currency. **Decimalisation Training Manual** (82 pages. Retail Distributors Association Incorporated, Palladium House, 1 Argyll Street, London W1. £2 2s.) describes a suitable training programme. Of general application to all concerned with conversion to decimal currency, this manual is specifically designed for retailers and for colleges concerned with training. It contains sections on decimal arithmetic, conversion to decimal currency and cash handling, and is accompanied by 18 two-colour A.2 size charts, illustrating the various lessons contained in the manual.

UK and Floating Exchanges: a Debate on the Theoretical and Practical Implications, by Harry G. Johnson and John E. Nash. *Hobart Papers* 46. (70 pages. Institute of Economic Affairs, 2 Lord North Street, London SW1. 10s. 6d.) The advantages and disadvantages of moving from fixed to floating exchange rates is an issue that divides not only economists of different schools of thought, but also economists who broadly agree on the merits of a free economy within a liberal world. *UK and Floating Exchanges* contains a debate on this issue between Harry G. Johnson, Professor of Economics at the London School of Economics and Political Science and the University of Chicago, and John E. Nash, Research Fellow of Nuffield College, Oxford, and executive director of Samuel Montagu. Professor Johnson argues the case for flexibility in a paper *The Case for Flexible Exchange Rates.* 1969, and John E. Nash states the case for the preservation of the status quo in his reply *UK Policy and International Monetary Reform.*

Other Publications

BUSINESS EQUIPMENT TRADE ASSOCIATION YEAR BOOK 1969. 61 pages. Business Equipment Trade Association, 109 Kingsway, London WC2. 10s.

COMMONWEALTH IN A NEW ERA: PIONEERS OF AN OPEN WORLD, by Leonard Beaton. 32 pages. The Atlantic Trade Study, Trade Policy Research Centre, 6 Buckingham Street, London WC2. 7s.

COPING WITH CRIME: THE BUSINESSMAN'S GUIDE TO DEALING WITH STEALING, SPYING, FRAUD, FALSE TRADE DESCRIPTIONS AND OTHER COMMON COMMERCIAL CRIMES, by Ewan Mitchell. 307 pages. Business Books Ltd. £2 15s.

HIRE-PURCHASE AND OTHER CREDIT TRANSACTIONS, by W. D. Park. 5th edition. *Oyez Practice Notes No.* 40. 240 pages. Oyez. £2 6s.

MARKETING MAP OF WESTERN EUROPE (shows political boundaries, communications, population density, and economic information in sheet margins). Scale 1:3,500,000, size 39 x 55. Edward Stanford Ltd., 12-14 Long Acre, London WC2. £2 10s.

METRICATION AND THE PRINTER'S CUSTOMER. 8 pages. British Federation of Master Printers, 11 Bedford Row, London WC1. 3s. to non-members; 2s. to members.

OPERATIONS RESEARCH FOR PUBLIC SYSTEMS, edited by Philip M. Morse. 212 pages. MIT Press. £2 7s.

PREPARE NOW FOR PRINT METRICATION. 11 pages. British Federation of Master Printers, 11 Bedford Row, London WC1. 3s. to non-members; 2s. to members.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
July 2	Miscellaneous stores	T.A. and V.R. Centre, Meadowforth Road, Stirling.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Canvas; rubbers; rags; canvas sheeting and tentage; webbing; leather; cordage; blankets; ankle boots and shoes; greatcoats; blue serge and denim trousers and blouses; mattresses; sheets; shirts; angola shirts; shorts; jumpers; drawers; towels; carpets; kilts; overalls; canvas; haversacks; kitbags and packs; kitchen utensils; cutlery; earthern and glassware; butcher's kits; miscellaneous office and canteen furniture; stacking chairs; wooden folding chairs; tables and table tops; steel safes; binoculars; telescopes; wrist and stop watches; electrical, radar and radio equipment; electronic valves; aircraft spares; American engine spares; electrical test sets; cable; telephone and wireless equipment; hurricane and pressure lamps; hand tools; ferrous and non-ferrous scrap; pneumatic drills; hydraulic and trolley jacks; MT spares; centrifugal pumps; hot and cold air plants; copper mixing tanks; monotype and vacuum pumps; barometric condensers; cooking ranges and boilers; water tanks; storage tanks; steam cabinets; Winget concrete mixer (diesel); mercury industrial tractor; Austin J.4 van; driving plant (diesel engine); air compressor sets; machine tools including horizontal boring machine; surface grinders; shaping machines; Speedivac high vacuum pump; centre and other lathes; vertical milling and drilling machines; pneumatic hammer, etc.

July 9	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L)' Botchergate, Carlisle. (Tel. 26292.)

Aircraft instruments and spares including auto-pilot gyro units, signal generators, selector units, fuel tanks; telephone sets and equipment; signalling units; recording equipment; teleprinter paper; radio receivers; power units Type 814; oscilloscopes; electronic valves; electrical equipment; aircraft clocks; stop and pocket watches; binoculars; micrometers; wheeled hand trolleys; priming paint, distemper, varnish and protective lacquer; machine tools including portable electric drills; riveters; pneumatic drills; electric portable jigsaws; refacing machines; Morrisflex flexible drives; bench grinders; portable sanding machine, etc.

July 22 to 24	Miscellaneous stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Miscellaneous wireless valves and wireless equipment; portable water pumps; generating sets; electric motors and blowers; ventilating fans; Omega, Le Coultre and Longine wrist watches; pocket watches; prismatic binoculars; telescopes; bulk liquid containers; fibre glass containers; wooden boxes; air compressors; 19RB conversion sets; photographic equipment; steel drums; machines tools including vertical and radial drills; lining and grinding machines; centre lathes; shapers; presses; woodworking band saws, planes and lathes; circular saws; bench, tool and surface grinders; engravers; coil winding machines; spot welder, etc.; clothing; furniture; textiles and miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
July 8	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:–

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø Fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1958	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	137	125	134	147	143	191	–47 r	75	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	–2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	106	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	136	125	134	147	139	42	7	10	5
4th quarter	117	142	135	137	113	104	141	134	146	144	142	152	23 r	38	40
1969															
1st quarter		141				103		119 p	130 p				121 p	–19 p	13
1968															
December		143				104									
1969															
January		141				105									
February		141				101									
March		141				103									
April		141 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries; orders on hand (end period)	Textiles and clothing industries orders on hand (end period)	Retail price Index		Wholesale price index; non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used	Manufactured products: home sales†		Mid-month or monthly average		Quarterly or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189		159	147	–419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210		163	155	– 77
1969													
1st quarter	151 p	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter								527	195 p				
1968													
December	143	129	128·4	5·9	120·9	113·3	193·5	520	225		160	153	
1969													
January	146 p	130 p	129·1	6·2	122·0	113·7	194·2	506	208		156	159	
February	149 p	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151 p	134 p	130·3	6·3	122·7	114·4 r	195·0	504	203		163	155	
April		134 p	131·7	5·5	123·7 p	114·6 p	195·1 r	519	199		166	154	
May			131·5	5·3	123·9 p	114·8 p	195·4	518	196		166 p	161 p	
June								544 p	191 p				

† Not seasonally adjusted.

Index of industrial production for April

THE PROVISIONAL index of production for April 1969, prepared by the Central Statistical Office was 141 (seasonally adjusted). For manufacturing industry alone the figure was 146.

For the three months February to April 1969 it is provisionally estimated that production as a whole was 0.8 per cent lower than in the preceding three months, November 1968 to January 1969; for manufacturing industries alone the decrease was 0.7 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Seasonally adjusted. Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968	139·4	81	141·7	126	121	136	183	158	186	140	157	71	132	121
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	133	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	121	136	185	167	188	141	158	72	134	122
4th quarter	142	80	145	129	122	140	189	166	192	143	160	69	141	122
1969 1st quarter	141	79	144	130	125	138	186	174	188	142	160	69	132	130
1968 November	143	81	146	129	122	141	188	166	192	146	162	69	144	123
December	143	81	146	128	123	137	189	170	191	144	159	68	141	128
1969 January	141	80	145	131	127	138	191	172	193	141	156	68	139	128
February	141	77	144	130	126	137	184	177	185	144	161	69	134	130
March	141	78	144	129	124	138	185	173	187	141	161	70	124	132
April p	141	77	146	128	122	138	191		194	145	163	69	137	
November-January (av.)	142	81	146	130	124	139	189	166*	192	144	159	68	141	122*
February-April (av.) p	141	77	145	129	124	137	187	174*	188	143	162	69	132	130*

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968	125	124	130	126	129	93	125	164	172	150	132	152	171	149	164
1967 1st quarter	119	119	119	115	113	90	124	152	160	139	121	143	153	142	153
2nd quarter	118	118	120	114	113	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	120	119	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	124	123	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	127	126	133	127	131	94	126	162	171	147	131	153	171	149	163
4th quarter	129	128	133	129	133	95	126	168	175	157	133	152	179	151	163
1969 1st quarter	130	129	134	129	133	96	126	170	175	161	125	154	175	138	182
1968 November	129	126	140	131	134	96	131	169	175	158	120	151	181		164
December	132	133	128	129	134	91	123	165	173	152	144	150	179		168
1969 January	130	129	131	130	135	98	126	168	175	157	127	153	176		163
February	129	128	136	129	133	97	126	169	174	162	121	153	173		189
March	130	129	135	128	132	94	125	171	176	164	126	157	175		194
April p	129	128	132	131	139	96	122	169	174	161		159			167
November-January (av.)	130	130	133	130	134	95	127	167	175	156	133*	151	179*		165
February-April (av.) p	129	128	134	130	135	96	124	170	174	162	125*	156	175*		183

* Latest available 3 months (January - March) and previous 3 months (October - December.)

United Kingdom balance of payments in the first quarter of 1969

THE FOLLOWING ARTICLE is an extract from that prepared by the Central Statistical Office and summarizes the United Kingdom balance of payments figures for the first quarter of 1969. A more detailed article will appear in the June issue of *Economic Trends* to be published by HMSO at the end of this month.

Summary

Invisible earnings rose sharply between the fourth quarter of 1968 and the first quarter of 1969 and the deficit on identified current transactions was substantially reduced, to £20 million on the seasonally adjusted basis. Two large official capital payments increased the net outflow of long-term capital, but the deficit on identified transactions in the combined current and long-term capital accounts was reduced to £124 million. In addition there was a massive inflow of funds, reflected to a large extent in the balancing item, encouraged by tighter conditions of domestic credit and more settled conditions on the exchanges. The overall result was an accrual of £275 million of foreign exchange which was applied mainly to the repayment of debt to the IMF and to other overseas monetary authorities. The reserves increased by £20 million.

The improvement on current account occurred despite an unchanged deficit on visible trade (with little change in either imports or exports), and despite an increase in payment of United States military aircraft. Invisible earnings have fluctuated from quarter to quarter and reached an exceptionally high level of £140 million (seasonally adjusted) in the first quarter of 1969. The improvement over the previous quarter was almost wholly in interest, profits and dividends, with higher receipts by United Kingdom oil companies and a particularly sharp downward fluctuation in profits accruing to overseas parent companies.

The net outflow of long-term capital rose to £104 million in the first quarter of 1969, even though the private investment account showed a lower net outflow than in the previous quarter. The net outflow of official long-term capital, £52 million seasonally adjusted, included a deferred subscription of £22 million to the International Development Association and the repayment of £18 million to the Export-Import Bank of funds borrowed in respect of the cancelled agreement to purchase F111 aircraft. The deficit on identified transactions in the combined current and long-term capital accounts was £124 million, seasonally adjusted, compared with £150 million in the fourh quarter of 1968, and slightly above the quarterly rate in 1968.

There was an exceptionally large positive balancing item of £276 million in the first quarter of 1969. In large measure this reflects an inflow of funds influenced by tight credit conditions in the United Kingdom, and probably this has shown itself partly as the unwinding of adverse "leads and lags" (irregular timing differences between transactions and payments) and partly as unrecorded credit extended to companies and others in the United Kingdom. As announced separately there is evidence of under-recording of exports

Summary balance of payments

£ million

	1966	1967	1968	1968				1969
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
A. SEASONALLY ADJUSTED:								
Imports (f.o.b.) (1)	5,203	5,563	6,790	1,668	1,665	1,720	1,737	1,728
Exports and re-exports (f.o.b.)	5,108	5,026	6,103	1,491	1,436	1,567	1,609	1,601
Visible trade balance (1)	- 95	-537	-687	-177	-229	-153	-128	-127
Payments for United States military aircraft	- 41	- 98	-109	- 23	- 31	- 35	- 20	- 33
Visible balance (2)	-136	-635	-796	-200	-260	-188	-148	-160
Government (net):								
Services	-290	-282	-282	- 72	- 69	- 71	- 70	- 70
Transfers	-180	-184	-180	- 53	- 43	- 41	- 43	- 47
Private services (net)	+238	+349	+481	+124	+127	+125	+105	+110
Interest, profits and dividends (net)	+422	+415	+436	+91	+129	+118	+98	+166
Private transfers (net)	- 49	- 62	- 78	-25	- 18	- 16	- 19	- 19
Invisible balance	+141	+236	+377	+65	+126	+115	+71	+140
Current balance	+5	-399	-419	-135	-134	-73	-77	-20
Official long-term capital (net):								
Loans from Export-Import Bank (net)	+51	+76	+74	+16	+22	+25	+11	+8
Other (net)	-132	-133	- 51	- 38	10	- 5	- 18	- 60
Private investment (net):								
Outward (3) (Private investment abroad)	-303	-435	-621	-183	-167	-102	-169	-166
Inward (3) (Private investment in the United Kingdom)	+282	+376	+559	+69	+113	+274	+103	+114
Balance of long-term capital (4)	-102	-116	- 39	-136	- 22	+192	- 73	-104
Balance of current and long-term capital transactions	- 97	-515	-458	-271	-156	+119	-150	-124
Net seasonal influences	—	—	—	- 25	+51	- 55	+29	- 17
B. NOT SEASONALLY ADJUSTED:								
Balance of current and long-term capital transactions	- 97	-515	-458	-296	-105	+64	-121	-141
Balancing item	- 8	+215	- 60	- 88	+5	+22	+1	+276
Balance of monetary movements (4)	+105	+300	+518	+384	+100	- 86	+120	-135

(1) Excluding United States military aircraft and missiles.
(2) Including payments for United States military aircraft and missiles.
(3) Net of disinvestment.
(4) Assets: increase –; decrease +. Liabilities: increase +, decrease –.

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which may have developed gradually over recent years and may be within the range of 2-3 per cent. This will have been a factor making increasingly for a positive element in the balancing item. It is a comparatively small proportion of the large balancing item in the first quarter of 1969, but goes a considerable way to explain the positive balancing item (averaging some £50 million a year) in recent years.

The following table rearranges the main elements of monetary movements in the first quarter of 1969 so as to bring out the important elements, including official financing (1)

Monetary Movements 2: 1st Quarter 1969

Not seasonally adjusted — £ million

Import credit (3)		+100
Import deposits paid directly from overseas		+25
Export credit (3)		− 75
Balances of sterling area countries		+190
Other short-term balances		−100
Total		+140
Official financing:		
Net repayments (−):		
I.M.F. (4)	−125	
Other monetary authorities:		
In non-sterling currencies	− 55	
In sterling (1)	− 75	
Increase (−) in reserves	− 20	
Total Official Financial		−275
Balance of monetary movements		−135

(1) The figure of total official financing is arrived at according to the definition used in the 'Financial Statement and Budget Report, 1969-70,' page 14. In this definition the net change in the total sterling balances of central monetary institutions in North America and Western Europe is taken as a broad measure of official borrowing in support of the reserves (and repayments of earlier borrowing), when this takes the form of 'swaps' between sterling and foreign currencies.
(2) Liabilities: increase +/decrease−. Assets: increase−/decrease +.
(3) Excluding import credit (£25 million) from overseas 'related' companies and export credit (£35 million) extended by United Kingdom companies to overseas 'related' customers, which is included as part of investment on the long-term capital account.
(4) Net of charges.

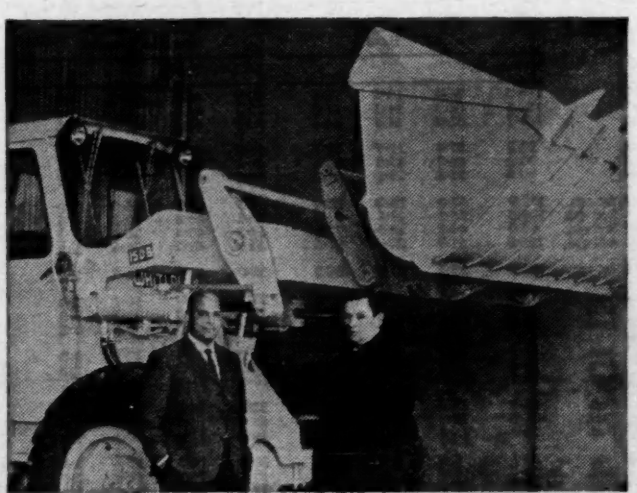
Credit received by importers in connection with the import deposit scheme is thought to have been substantial, whilst payments directly to HM Customs have also been made by overseas suppliers or their agents. The net extension of export credit was in line with the rate in recent quarters. The balances of the overseas sterling area countries have risen as their earnings rose seasonally, but in addition some of those countries were increasing the sterling element of their reserves as a result of the arrangements of September 1968 under which the United Kingdom guarantees the greater part of their officially held sterling balances. Other movements of short-term capital reflected a reduction in the sterling balances of private residents in the non-sterling area and a moderate net outward movement of Euro-currency funds. Repayments of debt to the IMF and to other overseas monetary authorities (1) amounted to some £255 million and the reserves increased by £20 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 20, 1969. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Body Stealers	Br/E 34174	91	June 16	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Movietone News 2089	Br/E 33818	9	June 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2089A	Br/E 33819	8	June 20	" "	" "
Pathe News 69-49	Br/E 33870	8	June 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-50	Br/E 33871	8	June 20	" "	" "
				FOREIGN	
Mission Mars	F 34173	77	June 16	Tigon Pictures Ltd.	Sagittarius Productions Inc.
Lot in Sodom	F 34175	27	June 17	Antony Balch Films Ltd.	Dr. J. S. Watson

Note: In the list of films registered during the week ended Friday, June 13, 1969, the maker of the film 'Annabella's Dream' should read Dunav Film, Belgrade.



Whitlock Bros. Limited have supplied a 'Merton' tractor shovel to Saudi Arabia. Picture shows Mr. Nariman F. Leskary (left) of Al-Arji Enterprises of Damman, Saudi Arabia with Mr. Jimmy Reeve, export sales executive of Whitlock Bros. Limited. The 120B has been purchased by Al-Arji on behalf of the Saudi Arabians, Government. In the background is another of the Whitlock 'Merton' tractor shovels, the 150B.

Mr. E. J. Jones-Fenleigh (right), chairman of Invicta Plastics Limited, of Oadby, Leicester, greets Mr. F. G. Panachin, Deputy Minister of Education for the USSR, during his visit to the firm, where he saw examples of apparatus in the modern learning concept. As the result of the visit Mr. Terence Marsden, director of the firm's educational aids division, will be visiting Moscow in September to discuss their range of educational apparatus with leading Russian educationalists.

Reorganization of industrial statistics

STATISTICS DIVISION of the Board of Trade, in conjunction with trade associations and other interested bodies, has recently started work on the introduction of new short period statistical inquiries into the output of the following industries (Minimum List Headings of the Standard Industrial Classification 1968 are shown in brackets):

Clothing (MLH 441-445, 449/1/3/4)
Packaging products of paper and board and associated materials (MLH 482)
Paint (MLH 274)
Plastics products (MLH 496)
Pottery (MLH 462)
Shop and office fitting (MLH 474)
Toys, games, sports equipment (MLH 494)

This work is part of the reorganization of industrial statistics by the Government Statistical Service in which the whole of the present range of statistics will be recast and extended over the next two to three years so as to provide a comprehensive and integrated statistical service. A primary objective of the new system is to meet as fully as possible the growing needs of industry for up to date statistical information for management and marketing purposes. The reorganization is being undertaken, industry by industry, and an announcement about the first of the new inquiries to be considered was made in the *Board of Trade Journal* of November 29, 1968. Announcements about other industries will be made in due course.

Production in the cotton industry

THE VOLUME OF production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in April was 5 per cent more than in April 1968.

Statistics issued by the Textile Council show that in the four months January-April the amount of cloth woven was about the same as in the corresponding period of 1968; production of single yarn was 1 per cent more and the amount of yarn doubled 5 per cent more.

Production in the cotton industry

Weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964¶	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1968	7·26	2·86	2·12	2·20	2·18	14·1	10·7
1968 April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·71	9·4	7·9
August	7·46	2·99	2·07	2·21	2·20	14·8	10·8
September	6·40	2·76	1·94	1·99	2·50	13·5	10·0
October*	7·77	3·32	2·32	2·26	2·47	15·2	11·5
November	7·90	3·35	2·32	2·33	2·91	15·4	11·7
December	6·72	2·87	1·92	2·09	2·35	12·7	9·9
1969 January*	7·52	3·12	2·13	2·44	3·03	14·4	11·5
February	7·53	3·11	2·15	2·54	3·16	14·7	11·8
March	7·70	3·05	2·13	2·70	3·09	14·9	12·1
April*	6·99	2·84	1·97	2·51	2·77	13·9	11·0

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste, and mixture yarns of cotton and cotton waste. (§) Deliveries. (¶) 53-week period.

The United Kingdom delegation at the Plenary Session of the International Cotton Advisory Committee, which was held in Kampala. The picture shows Mr. D. M. J. Gwinnell, Board of Trade, leader of the delegation, with immediately behind him, Mr. H. Tonge of the British Textile Employers' Association, Trade Adviser, and Mr. C. L. Booth, Deputy High Commissioner. Next to Mr. Gwinnell is Mr. V. Polezhaev, leader of the USSR delegation, and next to Mr. Tonge is Mr. J. M. Byagagaire, chairman of the Uganda Lint Marketing Board.

Output of the wool textile industry

THE VOLUME OF production in the wool textile industry in April was 7 per cent more than in April 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the four months January-April deliveries of woven fabrics (excluding blankets) were 1 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were 1 per cent more. Production of wool and hair tops was 3 per cent less and of man-made fibre tops 27 per cent more.

Output of the wool textile industry

Quarterly averages or totals for quarters or months

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1968	97·8	53·3	20·1	81·2	54·1	40·6	33·1	8·2
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
1968 Apr.	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3
May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In April deliveries of semi-worsted yarn were 0·9 million lb.

Textile and clothing industries: orders and deliveries

NET NEW ORDERS received by the textile and clothing industries in the three months ending April were unchanged compared with the three months ending January. Deliveries increased by 1 per cent in the period but were below the level of new orders with the result that order books at the end of April were 3 per cent higher than at the end of January.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (†)

Index numbers of the volume of total orders and deliveries(§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	91	95
4th quarter	129	129	107	97	100	96
1969 1st quarter p	133	134	102	100	98	96
1968 February	115	116	101	96	99	93
March	117	117	109	103	104	99
April	121	120	102	101	91	94
May	128	124	115	106	97	94
June	129	125	100	104	97	103
July	124	124	71	86	85	92
August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	107	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January p	130	130	94	99	91	95
February p	133	133	109	104	103	97
March p	133	134	104	98	102	97
April p	135	134	100	99	95	99

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Footwear industry: orders and deliveries

ACTIVITY IN THE footwear industry shows signs of some slackening in the latest months: net new orders received in the three months February to April were 5 per cent less than in the corresponding months of 1968 and deliveries were 1 per cent less. Order books at the end of April were 1 per cent less than at the end of April 1968.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production series (Reference P17).

Million pairs

	Orders-on-hand (end period)	Net new orders	Deliveries
1964	35·8	—	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968	41·2	17·0	16·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter	41·2	18·5	17·5
1969 1st quarter p	47·5	19·1	17·0
1968 February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October	39·6	20·9	19·5
November	38·1	17·3	18·8
December	41·2	17·4	14·3
1969 January p	39·7	13·7	15·2
February p	44·2	22·1	17·6
March p	47·5	21·4	18·1
April p	50·6	18·4	15·3

The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

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A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on June 11 on page ii of the cover.

Cinema admissions and takings in March

DURING March, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 4.52 million and the weekly average of gross box office takings was £1.17 million.

Machine tool order book continues to climb

APRIL MACHINE TOOL ORDERS, at £20.5 million seasonally adjusted, reached the highest level ever recorded, according to the Ministry of Technology's provisional figures.*

About half of these orders were for export, including one single large order from Russia.

The figures continue the strong upward trend in new orders. On a three-monthly comparison, export orders are up by 41 per cent and home orders by 19 per cent.

With a seasonally adjusted figure of £14.3 million in April deliveries show no signs yet of following the trend in new orders and the last three months were 5 per cent below the previous three months.

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Outstanding orders at the end of April reached £123 million, equivalent to nearly 10 months work at current delivery rates.

Outstanding export orders reach peak

Export orders on hand at the end of April were valued at nearly £60 million, representing 13 months work. Export orders over the past year account for nearly half of the total, export deliveries still account for only a third. A significant rise in export deliveries should therefore be forthcoming during the rest of 1969.

Home deliveries fall

Deliveries to the home market in the last three months were 11 per cent below the previous three months.

The level of orders is being maintained and outstanding orders now represent 7½ months work.

Table 1. Metal working machine tools orders and deliveries: Recorded figures

£ million

	Deliveries			Orders outstanding (end period)			Net new orders (†)		
	Total	Home	Export	Total	Home	For Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	145·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	145·7	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	166·9	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	40·9	25·8	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	37·6	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	42·8	25·8	17·0
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	45·6	30·5	15·1
1969 1st quarter p	41·7	27·6	14·1	116·2	62·0	54·2	52·4	33·3	19·1
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·4	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·1	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January p	14·1	10·2	3·9	109·4	56·7	52·7	18·0	10·5	7·5
February p	12·3	8·2	4·1	111·8	58·1	53·7	14·7	9·6	5·1
March p	15·3	9·2	6·1	116·2	62·0	54·2	19·7	13·2	6·5
April p	12·3	7·7	4·6	123·0	64·2	58·8	19·1	9·8	9·3
May 1968-April 1969 p	157·3	103·0	54·3	123·0	64·2	58·8	185·9	115·4	70·5
May 1967-April 1968	153·9	106·0	47·9	94·4	51·8	42·6	157·4	94·8	62·6
Percentage increase	*2*	*–3*	*13*	*30*	*24*	*38*	*18*	*22*	*13*

(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

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Table 2. Metal working machine tools and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter p	38·8	26·3	12·5	118·7	63·8	54·9	53·0	33·9	19·1
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January p	13·7	9·7	4·0	107·0	56·1	50·9	16·2	9·6	6·6
February p	12·8	8·9	3·9	111·6	57·2	54·4	17·4	10·0	7·4
March p	12·3	7·7	4·6	118·7	63·8	54·9	19·4	14·3	5·1
April p	14·3	8·9	5·4	125·0	64·1	60·9	20·5	9·2	11·3
Average of the latest 3 months p	13·1	8·5	4·6	125·0	64·1	60·9	19·1	11·2	7·9
Average of the previous 3 months p	13·8	9·5	4·3	107·0	56·1	50·9	15·0	9·4	5·6
Percentage increase	*–5*	*–11*	*7*	*17*	*14*	*20*	*27*	*19*	*41*

(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

DEA 'Progress Report' for June

THE MAY issue of *DEA Progress Report* was published on June 19. It contains articles on overseas investment; estimates of consumers' expenditure; transport; and wool textiles.

Index of retail prices, for May

THE DEPARTMENT of Employment and Productivity announce that at May 20, 1969, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 131.5 compared with 131.7 at April 22. The fall in the index during the month was due mainly to reductions in the average prices of eggs, tomatoes and fresh green vegetables, whose prices vary seasonally and a seasonal reduction in the average prices of household coal and coke, which were partly offset by increases, largely seasonal, in the average prices of potatoes.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during May, 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,374	—	1,374
Over £100 but under £1,000	100	—	100
£1,000 but under £10,000	507	—	507
£10,000 but under £50,000	94	—	94
£50,000 but under £100,000	3	—	3
£100,000 but under £1,000,000	9	—	9
£1,000,000 and over	2	—	2
Total number	2,089	—	2,089
	£'thous	£'thous	£'thous
Total amount of nominal capital	6,272	—	6,272

Companies registered in Great Britain in 1968 and 1969.

	1968		1969	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735		
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

Exhibitions and Fairs

UK exhibitors grasp opportunities at National Industrial Production show, Toronto

By Roderick K. McKenzie, Trade Commissioner, British Government Office, Toronto

THE IMMENSE opportunities the Canadian market offered to overseas suppliers of production machinery was emphasised by Mr. Jean-Luc Pepin, Canadian Minister of Industry, Trade and Commerce, at the official opening on June 2 of the National Industrial Production Show in Toronto.

He pointed out that over half Canada's requirements of production machinery, amounting to $2.5 billion annually, were imported, mainly, however, from the United States.

This biennial show, organized by Maclean-Hunter, is the largest exhibition of its kind held in North America. More than 700 exhibitors, representing 2,100 companies from over 22 countries, took part, and the value of exhibits, consisting principally of machine tools and other production equipment, was estimated at $25 million.

During the five days of the show estimated attendance was 38,000, some 5,000 less than in 1967 owing probably to the discouraging effect of heavy rain on the first day. A large proportion of the visitors were, however, purchasing agents or had some influence on the purchasing policies of their companies.

A broad range of equipment was exhibited by the 19 companies in the British display area of 5,700 sq. ft. in the Automotive Building, where a number of Continental countries also had national exhibits. The British display was organized by The Gauge and Tool Makers' Association of Great Britain under the Board of Trade's 'Joint Venture' Scheme.

Drilling, milling and specialized processing plant was on display, as well as a selection of engineers' tools, optical projectors and measuring equipment; the display ranged from the carbide-tungsten inpregnated broaches for steel turbine blades in jet engines made by Carbide Impregnation Ltd., to jewellers' saws in the 'Summit' range of small tools from Joseph Thompson (Sheffield) Ltd.

All the participating companies reported keen interest on the part of visitors, and a large number of promising inquiries likely to lead to business were received.

Balding Engineering of Norwich, who were exhibiting their milling machines, reported that they had taken orders worth $50,000 during the show, and had received positive inquiries that could lead to orders worth $200,000.

Delta Machine Services Ltd. of Kenilworth, who displayed two machines from their range of standardized rotary transfer automatics, received orders to a value of about $23,000, and many promising inquiries with a potential value of between $50,000 and $60,000.

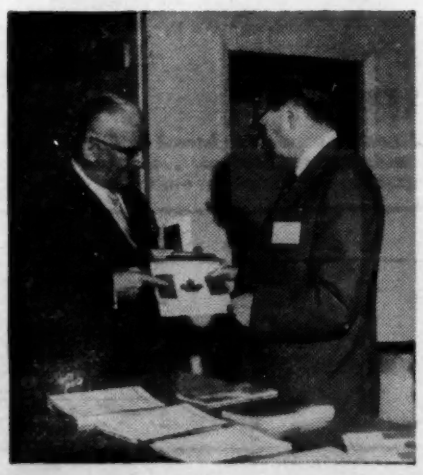
Three other exhibitors, A. Capp & Son Ltd. of Crayford, Kent, displaying their precision linear measuring equipment, Carbide Impregnation Ltd. of Hemel Hempstead, who were showing form tools as well as their carbide-tungsten impregnated broaches, and Engineering Products Ltd. of London, S.W.19, exhibiting drilling and tapping machines and precision measuring equipment, all received orders and a large number of inquiries.

Other British exhibitors who reported a good volume of inquiries from which they expect substantial business to result, were Adcock & Shipley (Sales) Ltd. of Leicester (horizontal milling machines); Z. Brierley Ltd. of Llandudno (twist drill grinders); Hall & Pickles Ltd. of Sheffield (engineres' small tools and mining tools); Osborn-Mushet Tools Ltd. of Sheffield (engineers' cutting tools and abrasives); Thomas Mercer Ltd. of St. Albans (electronic, pneumatic and mechanical gauging products), and Startrite Machine Tool Co. Ltd. of London S.E.1 (metalworking band saws and woodworking floor saws).

The four manufacturers of engineers' tools represented by British Warehouse Services Ltd. of Toronto (James Neill & Co. (Sheffield) Ltd., Nuckey, Scott & Co. Ltd., Joseph Thompson (Sheffield) Ltd. and Sheffield Twist Drill & Steel Co. Ltd.), also reported a good response from visitors and a large volume of inquiries.

Besides those exhibited on the British section of the Automotive Building, a number of British machines were displayed on agents' stands with other equipment in the Coliseum and Industry Buildings of the exhibition grounds.

Although the value of orders taken by British companies and their agents during the show was modest, exhibitors considered that it had provided a splendid opportunity of displaying their equipment to a broad cross-section of potential customers and distributors.



Sir Ralph Perring, chairman of the British National Export Council – Canada Committee, and Mr. T. L. Edwards, chairman of the Gauge and Tool Makers Association of Gt. Britain, at the information stand of the British display at the National Industrial Production Show, Toronto, June 2-6. (Left): Part of the British display at the Toronto show.

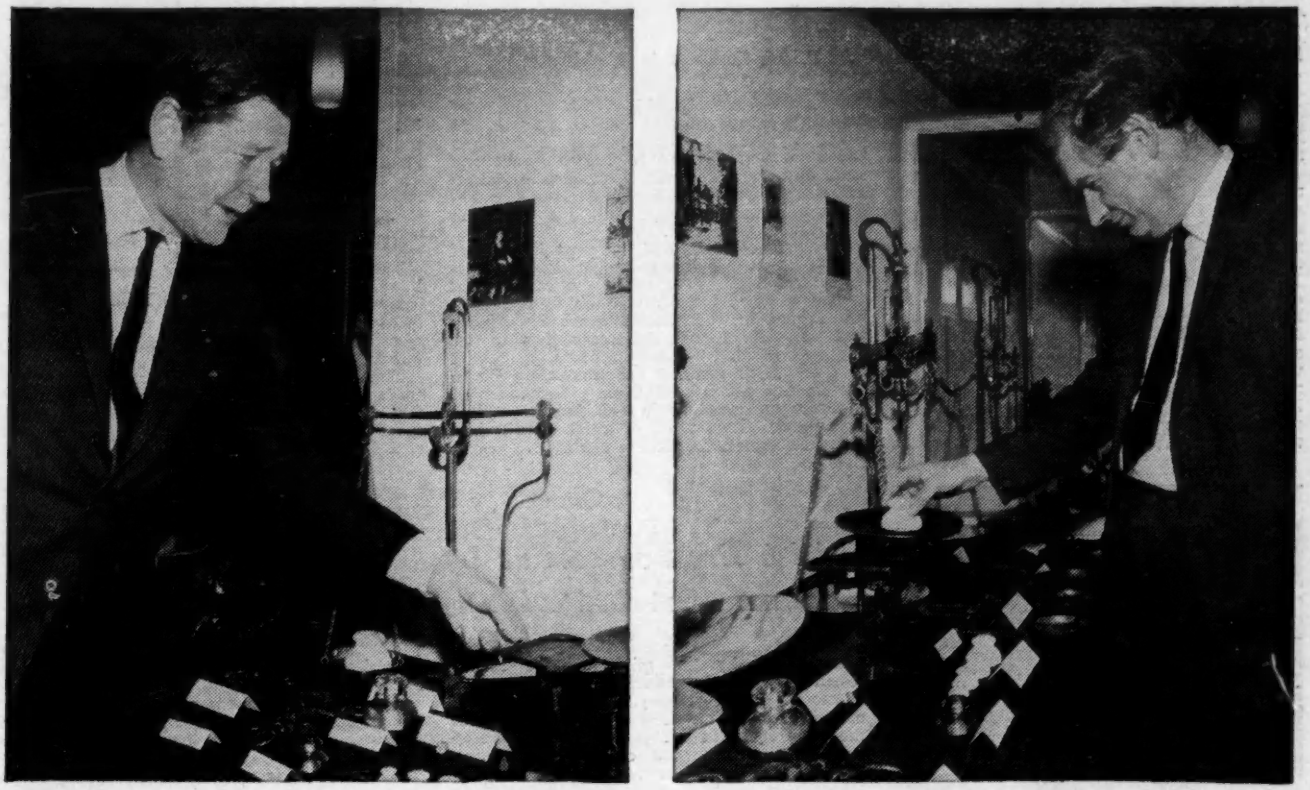
IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

BoT MINISTERS AT WEIGHTS AND MEASURES DISPLAY



Mr. Anthony Crosland (left), President, and Mr. Edmund Dell, Minister of State, Board of Trade, examining some of the exhibits at the one-day exhibition in London on June 12 to mark the 75th anniversary of the Institute of Weights and Measures Administration. See also last week's Journal, *page 1707. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, referring to the exhibition during a speech at the annual dinner of the Institute of Weights and Measures Administration in Scarborough on June 18, said it was 'proof positive of the important role played throughout the ages by weights and measures.'*

Philadelphia NEPCON show proves satisfactory to UK exhibitors

By David C. Hall, Commercial Officer, British Consulate-General, Philadelphia

THE BRITISH electronic machinery industry illustrated its wide range of equipment at the National Electronic Packaging Show held in Philadelphia from June 10-12. From the 6 in. crop and bend tool for inserting component wires in printed circuits of Elite Engineering, to the 20 ft. fully automatic printed circuit wave soldering machine of Fry's Metals, Britain had the David and Goliath of this year's Nepcon East show.

The show, one of a family of trade shows specializing in the electronics machinery industry which includes Internepcon held each October in Brighton, Sussex, attracted 326 manufacturers who displayed their equipment and 18,000 highly qualified production engineers.

In all, five British companies exhibited, under the sponsorship of the Metal Finisher's Association and the Joint Venture programme of the Board of Trade.

In addition to Elite Engineering and Fry's Metals, Procirc Co. Ltd., of Warwickshire showed its complete range of printed circuit board processing equipment including a dipper, etcher, developer contact printer, oven and a coater. P.J. Equipments (part of Transmetric Electronics Systems Ltd.), featured their Transprint II screen printing machine, designed for short run production of prototype circuit boards. S. G. Owen Ltd., of Northampton illustrated their ability to etch precision parts for the electronics industry, particularly tails for integrated circuits. This company also introduced its new gold poracity testing equipment.

All the British exhibitors were very satisfied with the reaction to their products and anticipate initial and continuing business in this field.

Equipment from five other British companies was on display, on stands organized by their United States selling organizations. The Whitley Dorlac frame and cabinet construction system was shown by Frank C. Bridges Associates Inc. of Cherry Hill, NJ, the W. Watson step and repeat photo mask system was featured in the HLC Manufacturing Co. Inc., Philadelphia, display, the range of electronic test equipment manufactured by British Physical Laboratories was shown by Advance Technology & Systems Inc., and the Multicore Sales Corporation featured multi-core solder and solderability machinery from their British principal. Bausch & Lomb, of Rochester, NY, showed the Vision Engineering Ltd., of London printed circuit board comparator.

The British electronics machinery industry's contribution was by far the greatest of the foreign exhibitors in the show, products from West Germany and Switzerland were also shown.

Although there were no outstanding technological breakthroughs featured at this show, it was interesting to note that the development of automatic wiring machines for printed circuit boards controlled by N.C. Tape computors are beginning to penetrate this industry. Five United States companies featured this equipment.

The electronic processing machinery industry in the United States is a multi-billion dollar operation, catering to the 20 billion dollar electronics industry. The technological growth of process machinery, although not so spectacular as the electronics industry it serves, is nonetheless extremely impressive. The continuing rise in labour costs in the United States has acted as a very strong spur in the development of semi-automatic and automatic process equipment, offering great opportunities to British manufacturers of this class of equipment.

Investiture souvenirs on display

THE ONE-HUNDRED AND SIXTY-SIX winning souvenirs of the Investiture of HRH The Prince of Wales selected by the Council of Industrial Design in a special competition are on display in The Design Centre, London, from July 12 and in the China Museum at Windsor Castle from July 21 to August 16. Shoppers can alse see displays of the souvenirs at Owen Owen Ltd., Chester, from June 25 for a month and in show cases in the Broad Walk, Harlow, throughout August. Displays of some of the Welsh-made souvenirs are also being arranged by the Wales Gas Board in gas showrooms in 20 towns in Wales.

Washington store promotion widens demands for British foods

A report from the Commercial Department of the British Embassy in Washington

THE FIRST full-scale promotion of British foods and drinks in Washington, DC, was held from May 5-24 at Safeway International, the capital's most widely known source of gourmet foods.

Safeway International, the first (and until recently the only) gourmet for foreign foods supermarket in the United States run by a major chain store, imports a greater volume of goods from Britain than from any other country, with the exception of France.

The promotion was visited on the opening day by Mrs. John Freeman, the wife of the British Ambassador. The store was colourfully decorated throughout with Union Jacks, shields and banners, and other display material provided by the Board of Trade. Several British manufacturers also co-operated with the store by providing their own display material for the promotion. The main windows which face on to the principal shopping street in the capital, were stocked entirely with British products, of which Safeway International carry over 200 different kinds. In addition, every shelf end in the store was devoted to British goods and each day there were demonstrations of different British foods and drinks. At least one new product – potted shrimps – was introduced to the American market.

The promotion showed the great diversity of British goods available to the American housewife, and Safeway officials were certain that it had widened the demand for British foods and drinks. All the indications are that American tastes for foreign foods are growing and the success that Safeway International have had with their gourmet supermarket in Washington, has encouraged them to open similar gourmet supermarkets in Los Angeles and in Richmond, Virginia, all of which should provide new outlets for British exporters.

British foods in one of the main windows of Safeway International. All the main windows of this store, facing on to the principal shopping streets in Washington, were devoted to British goods.

Prices and incomes in the exhibition industry

THE DEPARTMENT of Employment and Productivity state that the Government is studying the report by the National Board for Prices and Incomes on the Exhibition Industry (No. 117), published on June 18.

Arrangements are being made for the parties to discuss the report with the Department, and a decision will be reached shortly about the pay agreement reached by the National Joint Council for the Exhibition Industry on February 7, implementation of which was deferred pending publication of the NBPI report.

The services of the Department's Manpower and Productivity Service are available if the parties so wish to assist them in negotiating a new agreement.

Big demand for space at Tel Aviv exhibition

THE British National Export Council announce that over 100 British companies have already booked space for the British Engineering and Scientific Exhibition to be held in Tel Aviv from December 9 to 16, 1969.

A spokesman for BNEC Israel said on June 19: 'The response to this Board of Trade joint venture shows the importance that British industry attaches to the export potential of the Israel market. This exhibition should help to maintain the momentum of British exports to Israel. The main emphasis is at present on machine tools, engineering equipment and scientific instrumentation.'

The sponsors of this joint venture are the London Chamber of Commerce for engineering companies, and the Scientific Instrument Manufacturers Association for the scientific instrument manufacturers, in conjunction with BNEC Israel.

The final date for receipt of applications for space is July 1. Any companies applying after that date will be placed on a waiting list and space will only be allocated if there are any cancellations.

British firms success at Lyon Oyonnax

By J. R. D. Burn, Vice-Consul (Commercial), British Consulate-General, Lyon

UNDETERRED by the misfortune of having found themselves in the middle of the so-called 'évènements' of last May, most of the British exhibitors from the 1968 Salon returned once more to Oyonnax for the 14th 'Salon International des Plastiques et de la Lunetterie' from May 7-13. There were 12 British firms taking part in the joint venture organized by the Board of Trade under the auspices of the London Chamber of Commerce.

Although one sensed an atmosphere of 'one big happy family' on the island site containing the stands designed by the Central Office of Information, this was quickly dispelled once the hard-selling exhibitors demonstrated their products.

For the firms exhibiting spectacle frames, France is a very difficult market to penetrate because her own industry is so well developed. But some of the British firms exhibiting were able to say that they were making the first inroads into this market, and all of them stated how useful the fair was internationally speaking, as they were able, in the face of French competition, to take orders from Australia, South America, and the United States, as well as from Italy, Spain, Denmark, Germany, etc.

Merx Optical Co. Ltd. reported immense interest in their new range of spectacle frames, particularly their 'Escort' frame which is having an international success.

Paul Green Ltd. exhibited for the first time at Oyonnax. In the face of French competition, they were able to take orders from many countries, as well as arousing interest in France.

Also exhibiting on the same island site were British manufacturers of optical equipment. Although exhibiting for the first time at this fair, 'Autoflow Engineering Ltd. were very pleased with their results despite the fact they have been known in the French market for the last 18 years. For those firms manufacturing edging, surfacing and polishing equipment, special attention has to be given to the French market in view of the different dispensing methods which requires small well-designed machines as opposed to the big production line machinery made for the British market.

Bidder and Kelly Ltd., one of the pioneers of the British participation at Oyonnax, again displayed their pinless hinges machines and reported very useful business.

Stadium Optical Co. Ltd. were overwhelmed by the interest shown in their new process for inlaying in acetate as well as numerous other ideas developed from the fertile brain of Mr. Danny Lever.

The last day of the fair was designated Franco-British Day in honour of the British participation, and the Consul-General and Mrs. McCormick accompanied by Commercial Officer Henri Burlet made a general tour of the fair, meeting many of the British exhibitors showing independently, such as 'Small Power Machine Co.,' Marbon Chemicals, and Charrington Dewhurst, before visiting the joint venture site.

Success of United Kingdom goods in Brisbane stores

BRITISH goods sold well during the 'World Fair' at the two Brisbane, Australia, stores of David Jones from June 2 to 7. Sales of Mary Quant's cosmetics, Marks and Spencer dresses and Irish linen were particularly good, as were sales of kitchenware and crockery where there was a large British content.

The main displays were in the Queen Street store which is centrally situated in the main shopping thoroughfare of Brisbane. Although there were products from many countries, British consumer goods were prominently featured and two of the store's windows were devoted to St. Michael dresses and Viyella prints.

The special feature of additional British goods followed up the successful series of 'Britain '68 at David Jones' promotions held last year.

Second Kopantiqua attracts 3,200 buyers to St. Gallen

A report from the British Consulate-General, Zurich

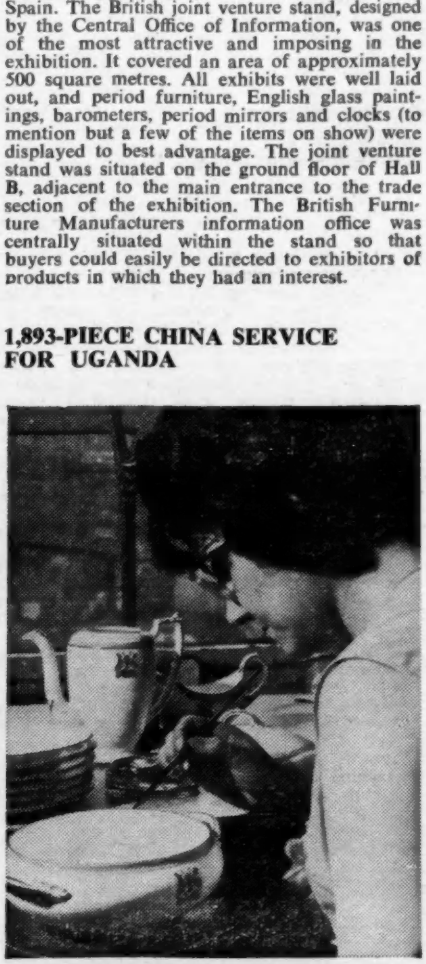
THE SECOND Kopantiqua exhibition was held in St. Gallen, Switzerland, from May 31 to June 8. Unlike the first exhibition of its kind held in June last year, this year's show was divided into a public section which was open from May 31, and a trade section to which buyers only were admitted. The trade section, in which 11 British firms participated in a joint venture sponsored by the Board of Trade and the British Furniture Manufacturers Federated Association, opened on June 5, the formal opening ceremony being performed in the evening of June 4 and attended by HM Consul in Zürich.

The trade section of the exhibition consisted of 90 stands on which were exhibited many reproductions of antique furniture and fittings, and other items manufactured by firms from the United Kingdom, Switzerland, France, Belgium, Italy, Germany, Holland, Austria and Spain. The British joint venture stand, designed by the Central Office of Information, was one of the most attractive and imposing in the exhibition. It covered an area of approximately 500 square metres. All exhibits were well laid out, and period furniture, English glass paintings, barometers, period mirrors and clocks (to mention but a few of the items on show) were displayed to best advantage. The joint venture stand was situated on the ground floor of Hall B, adjacent to the main entrance to the trade section of the exhibition. The British Furniture Manufacturers information office was centrally situated within the stand so that buyers could easily be directed to exhibitors of products in which they had an interest.

Altogether 3,200 trade buyers visited the trade section of the exhibition, as against 500 last year. Some British and other exhibitors did some business during the event, and were confident that from contracts made with Swiss and foreign buyers business would result in the not too distant future. British exhibitors had in effect done small market surveys in the course of the first Kopantiqua exhibition and the results of those surveys had been most useful in ascertaining what type of demand there was in Switzerland, especially the German-speaking region, for antique reproduction furniture from Britain.

There were two British companies exhibiting independently of the joint venture group. Their stands were also attractive and well laid out. Exhibitors, the Central Office of Information and the Trade Fairs Branch of the Board of Trade are to be congratulated on the efforts put into British representation at Kopantiqua '69.

1,893-PIECE CHINA SERVICE FOR UGANDA



Coalport China Limited has produced a fine bone china service, comprising 1,893 pieces, for the Government of Uganda in the 'Gold Wheat' design. Every piece bears the Uganda crest in pure gold. The service has a retail value of over £3,000. It has been completed within three weeks of Coalport receiving the official order and will be flown to Kampala for use during the forthcoming visit of His Holiness Pope Paul VI. He arrives in Uganda on July 31.

Biggest British plastics exhibition opens at Olympia

THE INTERNATIONAL plastics exhibition for Europe this year – Interplas '69 – was officially opened at Olympia on June 18 by Mr. J. P. W. Mallalieu, Minister of State, Ministry of Technology, deputizing for Mr. Anthony Wedgwood Benn, Minister of Technology. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was expected to visit the exhibition on June 24.

Speaking of the growth of the plastics industry, Mr. Mallalieu said: 'Let us look at the combined production in the four European countries which, in turn, provide centres for this annual recognized European Plastic Exhibition – France, the Federal Republic of Germany, Italy and the United Kingdom. In 1964 it was some 4,000 metric tons but by 1967 this figure had become 5,900. This is an increase in only three years of over 47 per cent or an annual average increase of nearly 16 per cent. This is an achievement of which you can be justifiably proud and, while since this is an international exhibition, I will deliberately refrain from banging the drum for the United Kingdom industry, I fell I must remark that our own contribution to this increase has been by no means insignificant.'

Interplas '69, organized by Iliffe Exhibitions Ltd. and sponsored by the trade journal *British Plastics* in co-operation with the British Plastics Federation, is claimed to be the biggest of its kind ever held in Britain, occupying an area of 500,000 sq. ft. in Olympia. All stand space has been taken up by 660 exhibitors from Belgium, Czechoslovakia, Denmark, France, Germany, Great Britain, Holland, Italy, Japan, Sweden, Switzerland and the United States. Altogether over 300 overseas companies are participating. Plastics materials, machinery and finished and semi-finished products are on show.

Trade delegations visiting the exhibition include parties of 300 from the United States, 200 from Japan, 100 from Sweden and smaller groups from Yugoslavia, India, Brazil, Belgium, Germany, Italy, France, Holland, Czechoslovakia, Denmark, Canada and Hungary. These visitors are also undertaking specially conducted tours of plants and factories of the British plastics industry. These tours are arranged by Independent Trade Missions Ltd., in conjunction with the organizers.

The exhibition runs till June 27, from 9.30 to 6.30 daily.

Giftware industry's efforts in exporting

THE INTERNATIONAL Gifts Fair was opened at Earls Court, London, by Lord Brown, Minister of State, Board of Trade, on June 16. The fair, which closed on June 19, is an extension of what is claimed to be the 'world's largest and most important trade exhibition of giftware' held at Blackpool, Lancs, in February of each year.

At the London show nearly 350 exhibitors showed products ranging over the whole field of giftware – costume and precious jewellery; silver and metalware; leathergoods and smokers' requisites; glass, china and pottery; tableware and horological goods; toys and electrical light fittings; fine art originals and reproductions; garden furniture and a host of new ideas in gifts, from this country and overseas.

Mr. Elkan Simons, chairman of the British National Export Council's Gift Industry Committee, said that only last month a sales mission and samples show from the gold, silver and jewellery industries sold goods to the value of £35,750 with estimated follow-up sales of £77.000.

He added that a mission organized by the BNEC for the gifts industries, which returned from Tokyo in April, won orders while in Japan of £111.000 and estimated that resulting orders for the next year would be more than £250,000. Also a follow-up mission for next May was being planned.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochure is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Argentina and Spain

UNDER AN Argentine/Spanish trade agreement signed in Madrid on May 31 Spain has undertaken to buy 55,000 tons of Argentine meat during the next two years and Argentina to have four ships built in Spain for ELMA, the Argentine State Shipping Company.

Double taxation

Portugal

THE BOARD of Inland Revenue announce that the Double Taxation Relief Convention with Portugal relating to taxes on income has now been published as the Schedule to an Order in Council numbered SI 1969 No. 599.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Sudan and Zambia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4,

CONTACT US AT THE SACHET CENTRE
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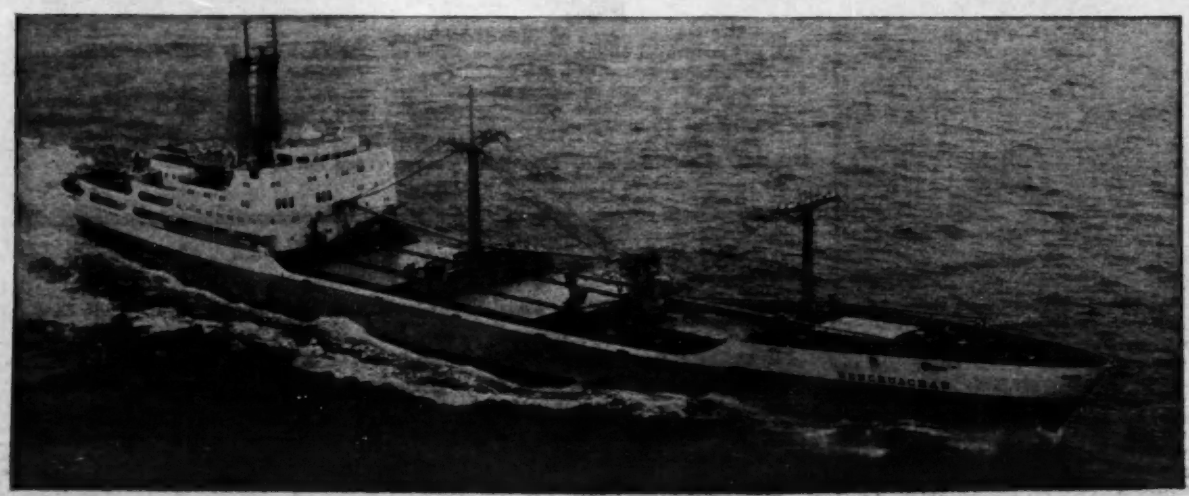
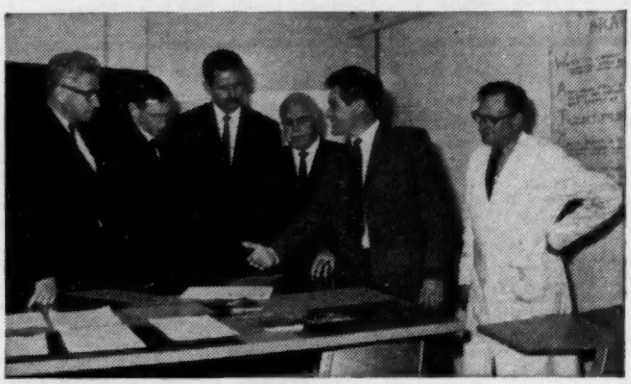


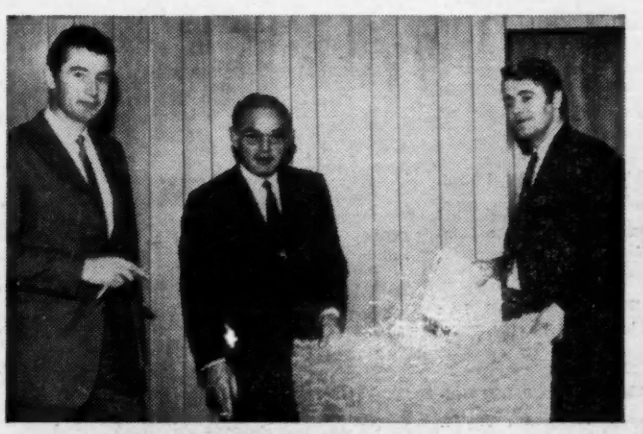
Foreign visitors to British industries

Delegates from Western European countries to the Beefeater Gin European conference, organized by James Burrough Ltd., leave a London bus hired to take them to the Tower of London, home of the yeoman warders or 'Beefeaters', for a viewing of the Ceremony of the Keys. The conference was held to discuss effective methods of sales promotion throughout Western Europe.

Visitors from two Chilean Government organizations inspect a range of farm equipment during a recent tour of Ransomes' factory at Ipswich.



Four South African Associate Transport delegates on an international tour to study heavy vehicle driver training, visited the St. Faiths depot of Pointer Group Transport recently to see the Pointer training scheme.



Distributors of Crossley Carpets in Switzerland, Lappacher and Co., are pictured at the Crossley factory in Halifax, where they placed a substantial initial order, and discussed arrangements for an autumn launching of a new range of Crossley carpets in this expanding market.

Sixteen German representatives are seen at the Derby factory of the Qualcast Group, lawn mower manufacturers, during a recent visit to discuss latest marketing and technical developments.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

An Edward Pryor & Sons Ltd. of Sheffield marking machine being packed for export to Australia.

ANGOLA

Bulletin 115/69

HIGHWAY BOARD:
Motor Scrapers. Tractors. July 9. E.S.B. 25495/69/J.

ARGENTINA

Bulletin 115/69

AQUA Y ENERGIA ELECTRICA:
Cable. July 14. E.S.B. 25491/69/J.

AUSTRALIA

Bulletin 113/69

DEPARTMENT OF WORKS:
Construction of School. July 15. E.S.B. 25077/69/J.
STATE ELECTRICITY COMMISSION, PERTH:
***3s. Transformers. (Further Information.) E.S.B. 24628/69/J.**
BRISBANE CITY COUNCIL.
***10s. Trench Excavator. July 16. E.S.B. 25042/69/J.**
POSTMASTER-GENERAL'S OFFICE:
***7s. Telecommunication Plugs. (Further Information.) E.S.B. 24329/69/J.**

Bulletin 114/69

Switchboard Keys. July 24. E.S.B. 25097/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
***10s. Recording and Photographic Equipment. July 15. E.S.B. 25442/69/J.**
STATE ELECTRICITY COMMISSION OF VICTORIA:
***25s. Surge Diverters. July 7. E.S.B. 25444/69/J.**

Bulletin 115/69

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Communications Equipment. July 15. E.S.B. 25494/69/J.
DEPARTMENT OF CIVIL AVIATION:
Airport Approach Lights. Closing date postponed to July 8. (Further Information.) E.S.B. 13232/69/J.
***10s. Data Logging System. July 8. E.S.B. 24805/69/J.**

Bulletin 116/69

VICTORIAN RAILWAYS:
***28s. Rectifiers and Associated Equipment. (Further Information) E.S.B. 24804/69/J.**
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
***67s. Metering Equipment. July 30. E.S.B. 25648/69/J.**

Bulletin 117/69

DISTRICT CONTRACT BOARD:
Automatic Vacuum Furnace. July 15. E.S.B. 25808/69/J.
Grinding Machine. July 9. E.S.B. 25809/69/J.
STATE STORES BOARD:
***5s. Universal Testing Machine. August 15. E.S.B. 25827/69/J.**

BELGIUM

Bulletin 115/69

DIRECTION GENERALE DES ACHATS:
Mackerel Fillets (Tinned). July 11. E.S.B. 25471/69/J.

BRAZIL

Bulletin 115/69

PERNAMBUCO TELECOMMUNICATIONS DEPARTMENT:
***Retransmission Television System. (Further Information.) E.S.B. 24347/69/J.**

Bulletin 117/69

CENTRAIS ELECTRICAS DO SUL DO BRAZIL:
Travelling Cranes. June 25. (Pre-qualification.) E.S.B. 25828/69/J.

BURMA

Bulletin 113/69

PEOPLE'S ENGINEERING INDUSTRY:
***3s. Welding Materials. July 15. E.S.B. 24873/69/J.**
MYANMA EXPORT IMPORT CORPORATION:
***4s. Workshop Supplies. June 30. E.S.B. 24874/69/J.**

Bulletin 115/69

PUBLIC WORKS CORPORATION:
***20s. Welding Equipment, Machine Tools. July 21. E.S.B. 25474/69/J.**
TEXTILE MILLS PROCUREMENT COMMITTEE:
***4s. Water Softening Plant. July 9. E.S.B. 25421/69/J.**
***4s. Polyester Cotton. July 8. E.S.B. 25473/69/J.**
PEOPLE'S OIL INDUSTRY.
***4s. Survey Instruments. July 7. E.S.B. 25475/69/J.**
UNION OF BURMA RAILWAY BOARD:
***2s. Tool Hose. July 16. E.S.B. 25476/69/J.**

CANADA

Bulletin 113/69

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Draft Tube Gates. July 29. E.S.B. 24833/69/J.

CEYLON

Bulletin 113/69

WATER SUPPLY DRAINAGE AND LOCAL GOVERNMENT WORKS:
Construction of Water Supply Scheme. August 8. E.S.B. 24816/69/J.
***Construction of Water Supply Scheme. (Further Information.) E.S.B. 23794/69/J.**

CHILE

Bulletin 116/69

EMPRESA NACIONAL DE ELECTRICIDAD, S.A.:
***70s. Electrical Equipment. August 26. E.S.B. 25640/69/J.**

COSTA RICA

Bulletin 114/69

EL INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
***1s. Cables; Plastic Tensors. (In Spanish.) July 7. E.S.B. 25070/69/J.**

CYPRUS

Bulletin 117/69

ELECTRICITY AUTHORITY OF CYPRUS:
***1s. Conductors. July 24. E.S.B. 25698/69/J.**

DOMINICAN REPUBLIC

Bulletin 115/69

SARGENT & LUNDY (CONSULTING ENGINEERS), USA:
Power Plant and Water Clarifier Equipment. (Pre-qualification.) E.S.B. 25455/69/J.

GREECE

Bulletin 114/69

PUBLIC POWER CORPORATION:
Measuring Equipment. July 8. E.S.B. 25029/69/J.
V-Belts. July 7. E.S.B. 25040/69/J.
Mercury. July 7. E.S.B. 25035/69/J.
Air Compressor. July 14. E.S.B. 25030/69/J.
Control Assembly. July 10. E.S.B. 25027/69/J.
Voltage Regulators. July 14. E.S.B. 25039/69/J.
Steel Pipes. July 15 and 18 respectively. E.S.B. 25063/69/J and 25062/69/J.
Switches. July 16. E.S.B. 25069/69/J.
Winches. July 12 and 17 respectively. E.S.B. 25032/69/J and 25065/69/J.

Bulletin 117/69

MINISTRY OF COMMERCE:
***3s. Hypochlorite Apparatus. July 18. E.S.B. 25853/69/J.**
***9s. Vehicle. July 7. E.S.B. 25854/69/J.**
***18s. Communications Equipment. July 7. E.S.B. 25855/69/J.**

GUATEMALA

Bulletin 114/69

FERROCARRILES DE GUATEMALA:
***52s. (In Spanish.) Locomotives. (Further Information.) E.S.B. 24091/69/J.**

INDIA

Bulletin 113/69

EXECUTIVE ENGINEER, DHOM DAM DIVISION:
Construction of Dam. Closing date not known.(Advance Notice.) E.S.B. 24822/69/J.
HINDUSTAN COPPER LTD.:
***32s. Compasses. (Further Information.) E.S.B. 23541/69/J.**
HEAVY ELECTRICALS (INDIA) LTD.:
Drilling Machine. Closing date not stated. E.S.B. 24663/69/J.
INDIAN RAILWAY BOARD:
Locomotive Tyres. July 7. E.S.B. 25019/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
***5s. Autoclave. July 23. E.S.B. 24690/69/J.**
***5s. Activity Counting Equipment. July 24. E.S.B. 24692/69/J.**
Voltmeter. July 24 and 28 respectively. E.S.B. 24693/69/J and 24697/69/J.
***5s. Temperature Programmer and Controller. July 25. E.S.B. 24694/69/J.**
***6s. Universal Bridge. July 25. E.S.B. 24695/69/J.**
***5s. Glass Fibre Filter. July 18. E.S.B. 24685/69/J.**
***5s. Spectrophotometer. July 21. E.S.B. 24686/69/J.**
X-Y Recorder. July 21, 23 and 28 respectively. E.S.B. 24687/69/J, 24691/69/J and 24696/69/J.
***5s. Helium Purifier. July 22. E.S.B. 24688/69/J.**
***5s. Flow Meter. July 22. E.S.B. 24689/69/J.**
***5s. Coulometric Titrator. July 17. E.S.B. 24680/69/J.**
***5s. Oscilloscope. July 17. E.S.B. 24681/69/J.**
***5s. Recorder Building Block. July 17. E.S.B. 24682/69/J.**
***5s. Spectrum Stabilizer Unit. July 18. E.S.B. 24683/69/J.**
***5s. Analyzer. July 18. E.S.B. 24684/69/J.**
***5s. Time Mark Generator. July 14. E.S.B. 24675/69/J.**
***5s. Centrifuges. July 15. E.S.B. 24676/69/J.**
***6s. Polarimeter. July 15. E.S.B. 24677/69/J.**

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

•5s. Spectrometer. July 16. E.S.B. 24678/69/J.
•5s. Neutron Counter. July 7. E.S.B. 24679/69/J.
•5s. Generator. July 29. E.S.B. 24698/69/J.
•5s. Monochromator. July 29 and 30 respectively. E.S.B. 24699/69/J and 24700/69/J.
•5s. Graphic Recorder. July 30. E.S.B. 24801/69/J.
•5s. Resistor Carbon. July 25. E.S.B. 24807/69/J.

Bulletin 114/69
CALCUTTA ELECTRIC SUPPLY CORPORATION:
Insulation Testers. July 7. E.S.B. 24838/69/J.
HEAVY ENGINEERING CORPORATION LTD.:
Lamps. July 7. E.S.B. 24839/69/J.

Bulletin 115/69
HINDUSTAN COPPER LTD.:
Condensation Stations, Pressure Reducing Device. July 19. E.S.B. 25466/69/J.
DAMODAR VALLEY CORPORATION:
Lathe. July 10th. E.S.B. 25461/69/J.
Transformers. July 24. E.S.B. 25462/69/J.

IRAN

Bulletin 113/69
IRANIAN STATE RAILWAY:
•9s. Iron Strap. July 26. E.S.B. 24837/69/J.
•12s. Iron Strap. July 28. E.S.B. 24836/69/J.

Bulletin 114/69
•8s. Iron and Steel Bars. August 12. E.S.B. 25083/69/J.
IRANIAN AIR FORCE:
•11s. Cable; Terminal Boxes. July 15. E.S.B. 25085/69/J.
IRANIAN STATE RAILWAYS:
•17s. Drill Bits. August 9. E.S.B. 25081/69/J.

IRAQ

Bulletin 114/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
•36s. Power Station Plant. (Further Information.) E.S.B. 22619/69/J.

Bulletin 116/69
GOVERNMENT OIL REFINERIES ADMINISTRATION:
Paint. July 8. E.S.B. 25633/69/J.
GOVERNMENT SPINNING AND WEAVING ADMINISTRATION:
Maize Starch Powder. July 19. E.S.B. 25636/69/J.
•3s. Textile Cones. July 10. E.S.B. 25637/69/J.
IRAQI PORTS ADMINISTRATION:
•4s. Bicycle Spare Parts. July 16. E.S.B. 25630/69/J.
•9s. Cranes. August 27. E.S.B. 25631/69/J.
•3s. Leather. July 23. E.S.B. 25632/69/J.
•4s. Street Lighting Fittings. July 23. E.S.B. 25635/69/J.

Bulletin 117/69
MINISTRY OF DEFENCE:
Summer Khaki Cloth. (Further Information.) E.S.B. 3945/69/J.
BATA IRAQ COMPANY:
Elastic Straps (Shoes). July 10. E.S.B. 25676/69/J.
Nylon Thread. July 17. E.S.B. 25677/69/J.
IRAQI PORTS ADMINISTRATION:
•4s. Fire Hydrants. July 23. E.S.B. 25696/69/J.
•3s. Welding Electrodes. July 16. E.S.B. 25695/69/J.
STATE ORGANIZATION OF INDUSTRY:
•4s. Raw Materials for the Electrical Fitting and Equipment Industry. Closing date not known. E.S.B. 25694/69/J.
ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
•21s. Hand Tools. August 10. E.S.B. 25693/69/J.
IRAQI PORTS ADMINISTRATION:
•3s. Paint. (Further Information.) E.S.B. 24361/69/J.
•4s. Steel. (Further Information.) E.S.B. 24362/69/J.
•4s. Chemicals. (Further Information.) E.S.B. 24611/69/J.
•3s. Bottles. July 9. E.S.B. 25821/69/J.
•3s. Filter Cloth. July 9. E.S.B. 25820/69/J.
MINISTRY OF FINANCE:
•5s. Transfusion Bottles. (Further Information.) E.S.B. 24389/69/J.
•5s. Tape Recorders. (Further Information.) E.S.B. 24615/69/J.
MINISTRY OF OIL:
•6s. Welding Generator. July 15. E.S.B. 25697/69/J.
RAYON STATE COMPANY:
Rayon Pulp. July 31. E.S.B. 25699/69/J.
DAIRY ADMINISTRATION:
•2s. Milk Sample Bottles; Rubber Stoppers. (Further Information.) E.S.B. 24388/69/J.
IRAQI PORTS ADMINISTRATION:
•3s. Liquid Chlorine. July 9. E.S.B. 25819/69/J.

IRISH REPUBLIC

Bulletin 113/69
CORK CORPORATION:
Drainage Scheme. July 11. E.S.B. 24812/69/J.
Water Supply Scheme. July 18. E.S.B. 24809/69/J.
Electric Pumps and Motors. July 18. E.S.B. 24810/69/J.
Water Supply Sterilization and Fluoridation Equipment. July 18. E.S.B. 24811/69/J.
LONGFORD COUNTY COUNCIL:
Filtration and Pumping Plant. July 18. E.S.B. 25061/69/J.
RADIO TELEFIS EIREANN:
Sound Control Consoles. August 28. E.S.B. 25060/69/J.

Bulletin 114/69
DUBLIN CORPORATION:
Re-development of Site. August 8. E.S.B. 25448/69/J.
DONEGAL COUNTY COUNCIL:
Construction of Sewerage Scheme. July 18. E.S.B. 25445/69/J.
CARLOW COUNTY COUNCIL:
Erection of Houses, Development Works and Site Works. July 7. E.S.B. 25446/69/J.
DEPARTMENT OF TRANSPORT AND POWER:
Consultancy Services. Closing date not stated. E.S.B. 25447/69/J.

IVORY COAST

Bulletin 117/69
MINISTRY OF AGRICULTURE:
•258s. Civil Engineering Works, Oil Storage Tanks. August 4. E.S.B. 25479/69/J.

JORDAN

Bulletin 114/69
JORDAN PETROLEUM REFINERY CO. LTD.:
•2s. Telephone Cable. July 12. E.S.B. 25088/69/J.
•2s. Reflector Fittings. July 12. E.S.B. 25089/69/J.

KOREA, REPUBLIC OF

Bulletin 116/69
OFFICE OF SUPPLY:
•5s. Electrical Supplies. July 9. E.S.B. 25641/69/J.
•22s. Communication and Radio Equipment. July 10. E.S.B. 25656/69/J.

MALAYSIA

Bulletin 114/69
NATIONAL ELECTRICITY BOARD:
Installation of Power Cables. September 23. E.S.B. 25086/69/J.

Bulletin 115/69
SABAH ELECTRICITY BOARD:
•5s. Centrifuges. July 11. E.S.B. 25412/69/J.
STATE TENDER BOARD:
•8s. Generating Set. July 14. E.S.B. 25196/69/J.

MALTA

Bulletin 114/69
TREASURY:
•10s. Taps; Valves. July 17. E.S.B. 24841/69/J.

Bulletin 115/69
•Iron Pipes and Castings. (Further Information.) E.S.B. 24606/69/J.

Bulletin 117/69
•Laboratory Equipment. July 17. E.S.B. 25823/69/J.
•16s. Laboratory Apparatus. July 17. E.S.B. 25825/69/J.
•Steel Rods. July 17. E.S.B. 25822/69/J.
•Woodworking Equipment. July 17. E.S.B. 25824/69/J.

MEXICO

Bulletin 116/69
COMISION FEDERAL DE ELECTRICIDAD:
•240s. Water Supply and Treatment System Equipment. July 14. E.S.B. 25437/69/J.

MOZAMBIQUE

Bulletin 113/69
DETA:
•3s. (Documents in Portuguese.) Tyres and Tubes. July 7. E.S.B. 25058/69/J.

Bulletin 114/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Electrical Supplies. July 16. E.S.B. 25053/69/J.
Electrical Equipment. July 16. E.S.B. 25051/69/J and 25052/69/J.
Electrical Equipment, Hydraulic Board. July 16. E.S.B. 25050/69/J.
Electrical Equipment. July 16/23 respectively. E.S.B. 25054/69/J and 25055/69/J.
Seeger Rings. July 9. E.S.B. 25047/69/J.
Ammeters, Voltmeters. July 21. E.S.B. 25056/69/J.
Telephone Equipment. July 21. E.S.B. 25057/69/J.
Workshop Machinery and Tools. July 9. E.S.B. 25048/69/J.
Rolling Stock Spare Parts. July 23. E.S.B. 25046/69/J.

NETHERLANDS

Bulletin 113/69
DIRECTORATE OF WATERWAYS:
Construction of Viaducts and Bridges. July 8. E.S.B. 25043/69/J.
Construction of Roads. July 8. E.S.B. 25044/69/J.

NETHERLAND ANTILLES

Bulletin 113/69
NETHERLAND ANTILLES WATER AND ENERGY WORKS:
•182s. Flash Evaporator Installations. July 31. E.S.B. 24831/69/J.

NEW ZEALAND

Bulletin 114/69
TENDERS COMMITTEE:
•51s. Circuit Breakers. August 19. E.S.B. 25401/69/J.
POST OFFICE HEADQUARTERS:
•3s. Clocks. July 10. E.S.B. 25096/69/J.
•3s. Multirange Testers. July 10. E.S.B. 25093/69/J.
NEW ZEALAND ELECTRICITY DEPARTMENT:
•50s. Transformers. September 2. E.S.B. 25402/69/J.

Bulletin 116/69
NEW ZEALAND FOREST SERVICE:
•2s. Sterilizer. July 7. E.S.B. 25668/69/J.
POST OFFICE HEADQUARTERS:
•6s. Regenerators. July 16. E.S.B. 25659/69/J.

Bulletin 117/69
•6s. VHF and UHF Measuring Instruments and Equipment. July 11. E.S.B. 25804/69/J.
GOVERNMENT PRINTING OFFICE:
•2s. Binding Material. July 18. E.S.B. 25805/69/J.

NIGERIA

Bulletin 113/69
MINISTRY OF HEALTH AND SOCIAL WELFARE (NE STATE):
Surgical Supplies. Closing date not stated. E.S.B. 24846/69/J.

Bulletin 114/69
•45s. Pharmaceuticals, Radiographic Materials, Chemicals, Surgical Equipment and Dressings. (Further Information.) E.S.B. 24326/69/J.

Bulletin 115/69
ELECTRICITY CORPORATION OF NIGERIA:
Switchgear. July 31. E.S.B. 25470/69/J.

PAKISTAN

Bulletin 113/69
DIRECTOR OF SUPPLY:
•19s. Instructional Steam Engine. August 5. E.S.B. 24884/69/J.
•20s. Workshop Equipment. August 4. E.S.B. 24885/69/J.
PAKISTAN WESTERN RAILWAY:
Printing Machines. July 29. E.S.B. 24877/69/J.
Woodworking Machine. July 31. E.S.B. 24878/69/J.

Bulletin 114/69
DIRECTOR-GENERAL, INTERNATIONAL LABOUR OFFICE:
•7s. Turbine/Boiler Plant Equipment. July 14. E.S.B. 25079/69/J.

Bulletin 115/69
PAKISTAN WESTERN RAILWAY:
•34s. Cranes. (Further Information.) E.S.B. 24136/69/J.
•4s. Nickel Ingots. July 7. E.S.B. 25499/69/J.

SOUTH AFRICA

Bulletin 113/69
CAPE PROVINCIAL TENDER BOARD:
•6s. Laboratory Equipment. July 8. E.S.B. 24396/69/J.

(*Continued on next page*)

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OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 114/69
TENDER ADVISORY BOARD:
•18s. Motor Graders. July 9. E.S.B. 25012/69/J.
NATAL PROVINCIAL ADVISORY BOARD:
•4s. Agricultural Tractors. July 9. E.S.B. 25014/69/J.
•4s. Tractors. July 9. E.S.B. 25015/69/J.
•8s. Motor Scrapers. July 9. E.S.B. 25016/69/J.
•6s. Tractor-cum-Loader/Excavator. July 9. E.S.B. 25017/69/J.
•7s. Platform Truck Chassis. July 19. E.S.B. 25018/69/J.
•9s. Crawler Tractors. July 9. E.S.B. 25013/69/J.

SPAIN
Bulletin 117/69
MINISTERIO DEL EJERCITO:
Cable Stations. September 10. E.S.B. 25619/69/J.
MINISTERIO DE OBRAS PUBLICAS:
Tractors. July 8. E.S.B. 25618/69/J.

SUDAN
Bulletin 115/69
SUDAN GEZIRA BOARD:
•6s. Railway Wagons. July 14. E.S.B. 25433/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
•6s. Electric Wire. July 8. E.S.B. 25429/69/J.
•5s. Ring Main Units. July 14. E.S.B. 25431/69/J.

SYRIAN ARAB REPUBLIC
Bulletin 113/69
ENGINEERING AND CHEMICAL INDUSTRIES UNION:
Construction of Tanning Plant. September 15. E.S.B. 24655/69/J.
GENERAL ORGANIZATION OF ELECTRICITY:
Chemicals. July 9. E.S.B. 24656/69/J.

Bulletin 117/69
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Electric Meters. July 21. E.S.B. 25864/69/J.

TAIWAN
Bulletin 113/69
CENTRAL TRUST OF CHINA:
•3s. Drilling Bits. July 14. E.S.B. 24848/69/J.
•4s. Reflectoscope. July 7. E.S.B. 24849/69/J.
•4s. Crane. July 30. E.S.B. 24850/69/J.
•6s. Mixer Tank. July 30. E.S.B. 24851/69/J.
X-ray Machine. July 15. E.S.B. 24855/69/J.
•5s. Cooling Tower Equipment. August 1. E.S.B. 24856/69/J.
•3s. Chemicals. August 8. E.S.B. 25006/69/J.
•4s. Heat Exchanger Tubes. August 6. E.S.B. 25007/69/J.
•4s. Refractory Bricks. July 15. E.S.B. 25011/69/J.
•5s. Pumps. July 7 and 8 respectively. E.S.B. 24830/69/J and 24823/69/J.
•4s. Hose. July 11. E.S.B. 24870/69/J.
•4s. Seamless Steel Casing. August 5. E.S.B. 25004/69/J.
•3s. Potassium Carbonate. August 4. E.S.B. 24900/69/J.
•2s. Precision Balance. August 4. E.S.B. 24898/69/J.
•3s. Telecommunication Equipment. August 4. E.S.B. 24897/69/J.
•6s. Steel Pipes. August 4. E.S.B. 24871/69/J.
•18s. Circuit Breakers. July 8. E.S.B. 24832/69/J.
•3s. Watthour Meters. July 9. E.S.B. 24825/69/J.
•6s. Pick-up Cabs. August 5. E.S.B. 25005/69/J.

THAILAND
Bulletin 114/69
PROVINCIAL ELECTRICITY AUTHORITY:
Time Switches. July 7. E.S.B. 25075/69/J.
Bulletin 116/69
ROYAL IRRIGATION DEPARTMENT:
•35s. Truck Crane. July 22. E.S.B. 25486/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
•21s. Transformers. August 4. E.S.B. 25487/69/J.
STATE RAILWAY OF THAILAND:
Ultrasonic Crack Detector. July 17. E.S.B. 25490/69/J.

TURKEY
Bulletin 115/69
DIRECTORATE GENERAL OF TOPRAKSU:
•20s. Loaders. July 30. E.S.B. 25453/69/J.
•20s. Motor Graders. July 30. E.S.B. 25452/69/J.

Bulletin 117/69
STATE HYDRAULIC WORKS:
•8s. Electronic Devices. July 9. E.S.B. 25833/69/J.
•4s. Films. July 10. E.S.B. 25834/69/J.
•5s. Herbicides. July 14. E.S.B. 25835/69/J.
•10s. Geophysics Laboratory Equipment. July 7. E.S.B. 25832/69/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 113/69
EL NASR STEEL PIPES AND FITTINGS FACTORY:
Switchgear, Transformers. July 27. E.S.B. 25059/69/J.

URUGUAY
Bulletin 116/69
ANCAP (STATE OIL AND ALCOHOL MONOPOLY):
•12s. (In Spanish.) Workshop Equipment. July 8. E.S.B. 25603/69/J.
•10s. (In Spanish.) Cutting Plates. July 10. E.S.B. 25604/69/J.
•9s. (In Spanish.) Weighing Machine. July 10. E.S.B. 25605/69/J.
•7s. (In Spanish.) Steam Traps; Filters. July 15. E.S.B. 25606/69/J.
•10s. (In Spanish.) Oil; Transmission Fluid. July 17. E.S.B. 25607/69/J.
•9s. (In Spanish.) Lubricating Grease. July 22. E.S.B. 25608/69/J.
DIRECCION DE HIDROGRAFIA:
•8s. (Documents in Spanish.) Electrical Equipment. 1st Call: July 22. 2nd Call: July 24. E.S.B. 25609/69/J.
STATE RAILWAYS:
•5s. (Documents in Spanish.) Manganese Iron Plates. July 21. E.S.B. 25611/69/J.
STATE TRANSPORT CORPORATION:
•2s. (Documents in Spanish.) Wheel Alignment Equipment. July 16. E.S.B. 25613/69/J.

ZAMBIA
Bulletin 115/69
CENTRAL SUPPLY AND TENDER BOARD:
•4s. Cable. July 18. E.S.B. 25454/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ALGERIA
Bulletin 114/69
Inquiry for office supplies; school supplies. E.S.B. 24746/69/J.

ARGENTINA
Bulletin 113/69
Inquiry for machine tools and plant. E.S.B. 24230/69/J.

AUSTRALIA
Bulletin 113/69
Inquiry for galvanized steel strip. E.S.B. 22600/69/J.
Agency inquiry for artificial kidney machines; electrochemical apparatus; surgical apparatus. E.S.B. 19247/69/J.
Bulletin 116/69
Inquiry for films; paper. E.S.B. 25204/69/J.
Bulletin 117/69
Manufacture under licence – doors and roller shutters. E.S.B. 24764/69/J.
Market report on diesel engines. E.S.B. 15845/69/J.

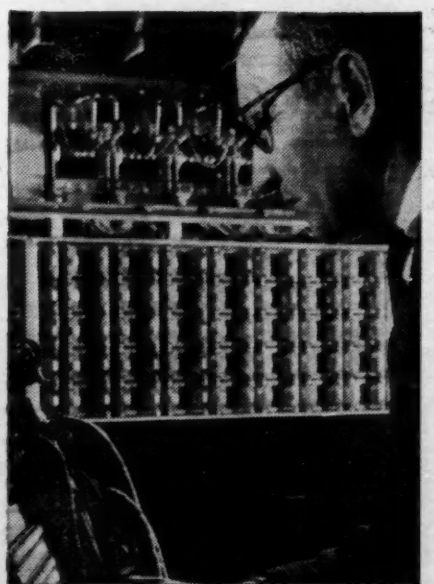
AUSTRALIA – WAIVER OF BRITISH PREFERENCE
Bulletin 113/69
•Inquiry for projection transparencies. E.S.B. S/54/69/J.
Bulletin 114/69
Inquiry for pneumatic barrier. E.S.B. P/5/69/J.

AUSTRIA
Bulletin 113/69
Agency inquiry for chemical fertilizer spreader. E.S.B. 24258/69/J.

Bulletin 114/69
Agency inquiry for agricultural machinery; milk cooling equipment. E.S.B. 3177/69/J.
Agency inquiry for construction equipment; building materials. E.S.B. 20615/69/J.
Agency inquiry for adhesives; lubricants. E.S.B. 20860/69/J.
Inquiry for raincoats and overcoats. E.S.B. 14251/69/J.
Bulletin 115/69
Inquiry for glass fibre rovings. E.S.B. 25556/69/J.
Agency inquiry for food preparing machines; quarry equipment. E.S.B. 24293/69/J.
Bulletin 116/69
Inquiry for measuring instruments; metal working machines and tools. E.S.B. 25308/69/J.

BELGIUM
Bulletin 113/69
Inquiry for flanges; pipe fittings; steel tubes. E.S.B. 24943/69/J.
Bulletin 114/69
Agency inquiry for giftware; sanitary articles; supermarket goods. E.S.B. 24942/69/J.
Bulletin 117/69
Agency inquiry for yarns. E.S.B. 23344/69/J.

BOLIVIA
Bulletin 115/69
Inquiry for foodstuffs. E.S.B. 24440/69/J.



Export orders worth over £660,000 have been placed by the High Commission for New Zealand with STC for 'step-by-step' telephone exchange equipment. Picture shows an inspector using a semi-automatic test set designed by STC to functionally test linefinder shelves in the type of equipment that will be shipped to New Zealand.

BRAZIL

Bulletin 113/69
Inquiry for cranes and winches; forklift trucks; lifting tackles; loading equipment; monorails; pneumatic and conveyor belt; worm and pneumatic lifts. E.S.B. 24960/69/J.

Bulletin 116/69
Inquiry for glass cutting machines. E.S.B. 25435/69/J.

Bulletin 117/69
Inquiry for heat-sealing machines. E.S.B. 25965/69/J.

CANADA

Bulletin 114/69
Inquiry for fish. E.S.B. 24971/69/J.
Inquiry for shrimp peeling machinery. E.S.B. 25238/69/J.
Inquiry for footwear supply items; moulded soles; wire roughing brushes. E.S.B. 24982/69/J.

Bulletin 115/69
4s. Manufacture under licence in Britain – wood slicing machine. E.S.B. 23392/69/J.

Bulletin 117/69
Agency inquiry for amplifiers; radios; record changers; speakers; stereo components and accessories. E.S.B. 25366/69/J.
Inquiry for aluminium sheet. E.S.B. 45087/68/J.
Inquiry for knitwear. E.S.B. 24753/69/J.

COLOMBIA

Bulletin 117/69
Inquiry for steel beams and platens. E.S.B. 25524/69/J.

COSTA RICA

Bulletin 113/69
Agency inquiry for hinges; handles; nameplates; tinplate printing machines. E.S.B. 24252/69/J.

DENMARK

Bulletin 114/69
Agency inquiry for carpets. E.S.B. 24739/69/J.
Inquiry for glazed tiles. E.S.B. 23942/69/J.

DENMARK/EAST GERMANY

Bulletin 115/69
Trade Agreement. E.S.B. 1209/G/J.

DUBAI

Bulletin 114/69
Agency inquiry for perfumes; toilet waters; toothbrushes; underwear; yeast. E.S.B. 24755/69/J.

Bulletin 115/69
Agency inquiry for portable air compressors. E.S.B. 24909/69/J.

ECUADOR

Bulletin 113/69
10s. Registration of consultancy engineering firms. E.S.B. 37363/67/J.

EL SALVADOR

Bulletin 115/69
Legislation relating to traders and agents. E.S.B. 1209/G/J.

ETHIOPIA

Bulletin 114/69
Inquiry for pharmaceuticals. E.S.B. 25226/69/J.
Inquiry for shoemaker's thread; toiletries. E.S.B. 25178/69/J.
Inquiry for headwear. E.S.B. 25154/69/J.

Bulletin 115/69
Inquiry for wool reject; wool waste. E.S.B. 25180/69/J.

Bulletin 117/69
Agency inquiry for caustic soda; pvc granules. E.S.B 25373/69/J.

FIJI

Bulletin 115/69
Inquiry for batteries. E.S.B. 24940/69/J.

FRANCE

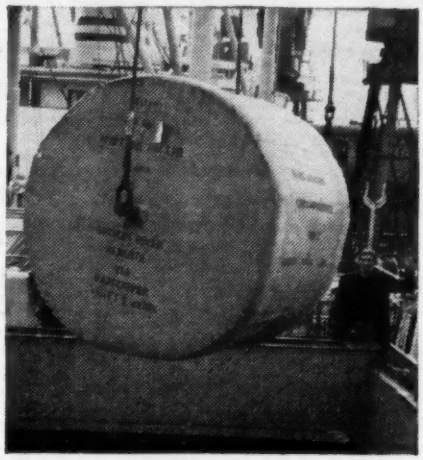
Bulletin 115/69
Agency inquiry for toys. E.S.B. 25363/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 113/69
Inquiry for welding neck flanges. E.S.B. 22347/69/J.
Inquiry for whisky. E.S.B. 24931/69/J.
Inquiry for tool bits. E.S.B. 24756/69/J.
Inquiry for knitwear. E.S.B. 25146/69/J.
Inquiry for radio and television receivers. E.S.B. 25187/69/J.
Inquiry for clothing and accessories. E.S.B. 25186/69/J.
Inquiry for worsted suiting piece-goods. E.S.B. 25145/69/J.
Inquiry for medical sundries. E.S.B. 25147/69/J.

Bulletin 114/69
Agency inquiry for air conditioning equipment. E.S.B. 24944/69/J.
Agency inquiry for heaters; ventilating equipment' E.S.B. 24559/69/J.
Inquiry for clothing; knitwear. E.S.B. 13912/69/J.
Inquiry for blast-oven slag. E.S.B. 25235/69/J.
Agency inquiry for kitchen machinery. E.S.B. 23872/69/J

Bulletin 115/69
Inquiry for ductile rods; iron pipes; structural and rod iron. E.S.B. 24785/69/J.
Market report on office machinery and equipment. E.S.B. 18697/69/J.
11s. Manufacture under licence in Britain – shell tanks. E.S.B. 23616/69/J.
Agency inquiry for furniture. E.S.B. 24201/69/J.
Agency inquiry for blood banks; hospital equipment; laboratory equipment; medicines; surgical equipment ..



Fenner International Limited have announced a large export order from Canada. Valued at £333,000 it is for more than 30 miles of Fenaplast colliery belting. The order came after the recent successful tour of the North American continent by Mr. P. W. Barker, sales director, Fenner International Limited. During the negotiations for the contract he was accompanied by Mr. M. Brentegani, divisional director for Canada.

tissue preservation equipment. E.S.B. 20973/69/J.
Inquiry for confectionery. E.S.B. 25190/69/J.
Inquiry for autmobile accessories; beverages; camping equipment; clothing; cosmetics; fancy goods; foodstuffs; household products; tobacco products; toys. E.S.B. 25553/69/J.

Bulletin 116/69
Inquiry for books. E.S.B. 25185/69/J.
Agency inquiry for chemicals; water treatment equipment. E.S.B. 24932/69/J.
Inquiry for drawing office and surveying equipment. E.S.B. 24787/69/J.
Inquiry for door chimes; loudspeakers. E.S.B. 25194/69/J.

Bulletin 117/69
Agency inquiry for carpets; rugs. E.S.B. 25581/69/J.
Inquiry for corkscrews. E.S.B. 25951/69/J.
Agency inquiry for harvesting machines. E.S.B. 25963/69/J.

GHANA

Bulletin 113/69
Inquiry for extrusion heads; mould manufacturing machinery; moulds; plastic injection machinery. E.S.B. 24917/69/J.

Bulletin 116/69
Agency inquiry for lightweight suitings; provisions. E.S.B. 22247/69/J.

Bulletin 117/69
Agency inquiry for agricultural implements; building materials; electrical fittings and domestic electrical appliances; hardware; tools; wire products. E.S.B. 24969/69/J.

GREECE

Bulletin 115/69
Inquiry for industrial sewing machinery. E.S.B. 23818/69/J.

GUYANA

Bulletin 115/69
Inquiry for secondhand diesel coaches. E.S.B. 25393/69/J.

HONG KONG

Bulletin 117/69
Inquiry for electric motors. E.S.B. 25776/69/J.

HUNGARY

Bulletin 114/69
Inquiry for pig farm equipment. E.S.B. 25403/69/J.

INDIA

Bulletin 113/69
Inquiry for machine tools and ancillary equipment. E.S.B. 24727/69/J.
Agency inquiry for ball, roller and tapered roller bearings. E.S.B. 21968/69/J.
Inquiry for battery containers; battery separators; rolled BP sheets; steel and spring steel sheets; tungsten contact rivets. E.S.B. 25176/69/J.

Bulletin 114/69
Joint venture – tractors; water engineering equipment. E.S.B. 23915/69/J.
Inquiry for transistor components and materials. E.S.B. 25203/69/J.

Bulletin 115/69
Inquiry for hotel, kitchen and laundry equipment and materials. E.S.B. 25157/69/J.

IRAN

Bulletin 114/69
Agency inquiry for galvanized sheets; packaging machinery; plastic moulding and extrusion compounds; polyvinylchloride; steel sheets; textile industry raw materials; textile machinery; yarns. E.S.B. 36666/68/J.

IRISH REPUBLIC

Bulletin 116/69
Agency inquiry for screws. E.S.B. 25214/69/J.

Bulletin 117/69
Agency inquiry for wall cleaning and washing appliances. E.S.B. 31399/68/J.

ISRAEL

Bulletin 116/69
Agency inquiry for chains; hosiery and knitting machines; knitwear ironing machines; motor cycle and scooter spares and accessories. E.S.B. 25380/69/J.

Bulletin 117/69
Agency inquiry for cadmium anodes. E.S.B. 25565/69/J.
Agency inquiry for chemical process equipment. E.S.B. 18954/69/J.

ITALY

Bulletin 113/69
Inquiry for vasi equipment. E.S.B. 25144/69/J.

Bulletin 114/69
Inquiry for asbestos cloth; leather. E.S.B. 25156/69/J.
Manufacture under licence – paint. E.S.B. 25188/69/J.
Inquiry for refrigerator components. E.S.B. 25269/69/J.
Inquiry for semi-conducting tape. E.S.B. 25272/69/J.

Bulletin 115/69
3s. Inquiry for sheet iron. E.S.B. 25350/69/J.
Inquiry for nickel anodes. E.S.B. 23874/69/J.

Bulletin 117/69
Inquiry for animal food, plant and machinery. E.S.B. 25763/69/J.

JAMAICA

Bulletin 113/69
Inquiry for orange juicing machinery. E.S.B. 24516/69/J.

JAPAN

Bulletin 113/69
Inquiry for leather goods; handbag fittings. E.S.B. 24972/69/J.

Bulletin 114/69
Inquiry for textiles. E.S.B. 24759/69/J.

Bulletin 115/69
Agency inquiry for women's footwear. E.S.B. 25332/69/J.

Bulletin 117/69
Agency inquiry for leather goods. E.S.B. 25213/69/J.

JORDAN

Bulletin 113/69
Inquiry for knitting machines; yarns. E.S.B. 23375/69/J.

Bulletin 114/69
Agency inquiry for collar interlining; haircloth. E.S.B. 21553/69/J.

Bulletin 116/69
Inquiry for hosiery. E.S.B. 25141/69/J.

KENYA

Bulletin 117/69
Inquiry for cinema equipment. E.S.B. 21345/69/J.

KUWAIT

Bulletin 113/69
Quotations of freight charges and shipping rates. E.S.B. 23894/69/J.

Bulletin 114/69
Agency inquiry for stainless steel pipe and strip. E.S.B. 22862/69/J.
Inquiry for mobile dental clinic. E.S.B. 24786/69/J.
Agency inquiry for water meters. E.S.B. 24754/69/J.

Bulletin 117/69
Inquiry for automatic starters. E.S.B. 25905/69/J.

LEBANON

Bulletin 114/69
Agency inquiry for transfer lettering. E.S.B. 24934/69/J.
Agency inquiry for automobile accessories. E.S.B. 23349/69/J.

LIBYA

Bulletin 117/69
Inquiry for poultry and poultry food. E.S.B. 25967/69/J.

LUXEMBOURG

Bulletin 117/69
Inquiry for steel plates. E.S.B. 27438/69/J.
Inquiry for roller conveyors; wire ropes and cables. E.S.B. 24975/69/J.

MALAWI

Bulletin 113/69
Inquiry for guillotine press-brake. E.S.B. 24935/69/J.

Bulletin 115/69
Agency inquiry for fishing boats; marine engines. E.S.B. 24788/69/J.

MALAYSIA

Bulletin 117/69
Agency inquiry for circuit breakers. E.S.B. 25122/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

MOROCCO/HUNGARY
Bulletin 115/69
Trade Agreement. E.S.B. 1209/G/J.

NETHERLANDS
Bulletin 114/69
Agency inquiry for central heating fittings. E.S.B. 24733/69/J.

NEW ZEALAND
Bulletin 117/69
Agency inquiry for machine tools. E.S.B. 39244/68/J.

NIGERIA
Bulletin 115/69
Inquiry for plastic working machines. E.S.B. 25291/69/J.

NORWAY
Bulletin 116/69
Agency inquiry for women's clothing. E.S.B. 20612/69/J.
Bulletin 117/69
Inquiry for electrical components. E.S.B. 25705/69/J.
Inquiry for water purification plant. E.S.B. 25702/69/J.

PAKISTAN
Bulletin 115/69
Correspondence to East Pakistan. E.S.B. 1209/G/J.
Bulletin 117/69
Inquiry for granules; pharmaceuticals. E.S.B. 25407/69/J.
Inquiry for nylon yarns. E.S.B. 12315/69/J.

PHILIPPINES, REPUBLIC OF
Bulletin 113/69
Agency inquiry for automobile spare parts. E.S.B. 5385/69/J.
Bulletin 116/69
Inquiry for turnkey engineering projects. E.S.B. 24999/69/J.

SAUDI ARABIA
Bulletin 114/69
Inquiry for steel billets. E.S.B. 24523/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 117/69
Agency inquiry for children's clothing; dresses; fabrics; shirts and shirtings; suitings. E.S.B. 25177/69/J.
Manufacture under licence – switch and fuse gear. E.S.B. 13951/69/J.

SOUTH AFRICA
Bulletin 116/69
Agency inquiry for brushed nylon fabric. E.S.B. 11826/69/J.

SOUTHERN YEMEN, PEOPLE'S REPUBLIC OF
Bulletin 113/69
Inquiry for foodstuffs; edible oils. E.S.B. 24291/69/J.

SPAIN
Bulletin 115/69
Industrial Development Centres. E.S.B. 1209/G/J.
Bulletin 117/69
Inquiry for stainless steel tube. E.S.B. 19592/69J.

SWEDEN
Bulletin 114/69
Inquiry for glue constituents. E.S.B. 25166/69/J.
Agency inquiry for textiles. E.S.B. 9237/69/J.
Inquiry for wall coverings. E.S.B. 5368/69/J.
Inquiry for aluminium powder. E.S.B. 23189/69/J.
Inquiry for iron and steel castings. E.S.B. 25179/69/J.
Bulletin 115/69
Inquiry for cold-rolled steel sheet. E.S.B. 25325/69/J.
Inquiry for ingot stripping crane. E.S.B. 25324/69/J.

SWITZERLAND
Bulletin 113/69
Inquiry for advertising gifts; clocks; toys. E.S.B. 15261/69/J.
Inquiry for disposable tablecloths and tableware. E.S.B. 15261/69/J.
Agency inquiry for baby care items. E.S.B. 24945/69/J.
*Inquiry for pvc sheets and tubing. E.S.B. 24547/69/J.
Bulletin 114/69
Inquiry for air beds; boats; caravan water closets. E.S.B. 24901/69/J.
Inquiry for dry cleaning machines and accessories; irons; soaps; waterproofing and finishing agents; wire; wire staples. E.S.B. 25245/69/J.
Agency inquiry for piece-goods. E.S.B. 24925/69/J.
Agency inquiry for trailer couplings; vehicle parts. E.S.B. 24926/69/J.
Agency inquiry for jackets; leatherwear; women's clothing. E.S.B. 22439/69/J.
Bulletin 115/69
Is. Agency inquiry for metal bending machine. E.S.B. 24924/69/J.
Agency inquiry for dresses. E.S.B. 2626/68/J.
Agency inquiry for carpets; floor covering. E.S.B. 25201/69/J.
Agency inquiry for conveyor systems; materials handling equipment. E.S.B. 24980/69/J.
Bulletin 116/69
Agency inquiry for chemicals. E.S.B. 24704/69/J.
Agency inquiry for paper. E.S.B. 25250/69/J.
Agency inquiry for veterinary products. E.S.B. 25227/69/J.
Agency inquiry for leather. E.S.B. 25193/69/J and E.S.B. 25150/69/J.
Agency inquiry for electrical and electronic equipment. E.S.B. 25149/69/J.
Agency inquiry for electric domestic equipment; textile finishing machinery. E.S.B. 25391/69/J.
Bulletin 117/69
Inquiry for automotive accessories and conditioners. E.S.B. 25941/69/J.
Inquiry for whisky. E.S.B. 25762/69/J.
Agency inquiry for tumble driers. E.S.B. 25391/69/J.
Agency inquiry for electronic components. E.S.B. 25704/69/J.
Agency inquiry for electronic laboratory industrial equipment. E.S.B. 25596/69/J.
Agency inquiry for badminton and tennis rackets; diving equipment. E.S.B. 25244/69/J.
Inquiry for motor car accessories. E.S.B. 26002/69/J.

TANZANIA
Bulletin 116/69
Agency inquiry for blouses; dresses; handbags; knitwear; men's, women's and children's wear; underwear. E.S.B. 25531/69/J.

THAILAND
Bulletin 114/69
Inquiry for carbon paper manufacturing machinery. E.S.B. 22153/69/J.
Bulletin 115/69
Inquiry for children's wear; clasps; cosmetics; locks; metal frames; pvc imitation leather; foods. E.S.B. 25236/69/J.
Inquiry for diamond saws; marble cutting, polishing and grinding machines. E.S.B. 25170/69/J.
Bulletin 116/69
Inquiry for technical 'know-how' – rayon yarn processing. E.S.B. 24471/69/J.

TURKEY
Bulletin 114/69
Inquiry for asbestos cement products; concrete floor, roof and wall systems; concrete plant; plant and machinery for reinforced concrete products; structural concrete framework. E.S.B. 16634/69/J.

UGANDA
Bulletin 114/69
Inquiry for pvc gloves. E.S.B. 24508/69/J.

UNITED STATES OF AMERICA
Bulletin 114/69
Inquiry for hardware items. E.S.B. 25234/69/J.
Bulletin 115/69
Inquiry for steel sheets. E.S.B. 6299/69/J.
Manufacture under licence in Britain – portable plastic golf ball washer. E.S.B. 4623/69/J.
Agency inquiry for steel products. E.S.B. 21223/69/J.
Bulletin 116/69
Manufacture under licence in Britain – non-skid devices. E.S.B. 23294/69/J.
Inquiry for tractor parts. E.S.B. 24714/69/J.
Inquiry for generators; synchronous electric motors. E.S.B. 25749/69/J.
Inquiry for non-destructive testing equipment. E.S.B. 25785/69/J.
Inquiry for art prints. E.S.B. 25912/69/J.
Bulletin 117/69
*Inquiry for nylon yarn. E.S.B. 25369/69/J.

URUGUAY
Bulletin 114/69
Inquiry for air compressor. E.S.B. 24506/69/J.

VARIOUS
Bulletin 116/69
United Nations Development Programme (Special Fund). E.S.B. 24540/69/J.

VENEZUELA
Bulletin 116/69
Inquiry for cosmetics and toiletries manufacturing machinery; fancy metal containers; labelling and filling machinery; lipstick cases; roller mill. E.S.B. 23989/69/J.
Bulletin 117/69
Inquiry for phenol. E.S.B. 25543/69/J.
Inquiry for handbag and suitcase fittings. E.S.B. 25390/69/J.

ZAMBIA
Bulletin 116/69
Inquiry for knitwear. E.S.B. 24432/69/J.

Countries grouped by continents

The use of an alphabetical sequence as an easy refereice has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Robert Hough

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page VIII of June 18 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-249 5757).*

Antipodes visit brings orders

MR. KEITH WAINWRIGHT, Aven Tools director and general manager, has brought back orders for the company's new range of handtools from Australia after a three-week sales drive which included visits to Singapore, New Zealand and Australia with the Sheffield Chamber of Commerce. Last year the company increased their exports by 30 per cent. The company manufacture industrial metal cutting blades at their factory at Maltby near Rotherham. His visit coincided with the relaxation of import restrictions on handtools in the New Zealand market and the result was an encouraging amount of orders.

North American visit

MR. C. W. WHITELEY, managing director, B. S. & W. Whiteley Ltd. will be visiting Canada and the United States during the second half of June and early July in connection with the promotion of the sales of the company's products in these markets. The company manufactures electrical insulating pressboard and multiply presspaper materials and is placing particular emphasis on its sales to the transatlantic markets in its export activities.

Export 'drive' with a difference

JUST returned from a sales trip across Europe with a mobile demonstration unit is Mr. Bert Stuart, export sales executive of Z. Brierley Limited. The exhibition of the firm's drill grinders was contained in a double-decker vehicle, the roof being partially lowered while on the move. The unit toured Belgium, Germany, Holland, Switzerland, Sweden and Denmark. The itinerary was planned so that the exhibition would spend some time at stategic cities in the marketing area.

Sales mission to the Congo

ALDERMAN N. B. A. BOSWORTH, Lord Mayor of Birmingham, is to lead a mission to the expanding market of the Democratic Republic of the Congo. The Lord Mayor flies to Kinshasa on Sunday, July 13, and will be guest of honour on British Day at the Kinshasa International Fair. British companies taking part in the fair include the British Leyland Motor Corporation, David Brown (Tractors) and English Calico Printers.

In October, a Birmingham Chamber of Commerce mission will spend a fortnight in the Congo. Interest in this market has increased since BNEC Africa recently held a one-day seminar – 'New Light on the Congo' – when trade opportunities in the Congo were discussed. A report on this seminar has been published and is available from the Publications Department, BNEC, 6/14 Dean Farrar Street, London, S.W.1.

African tour

SEVEN electricity companies in East and West Africa are being visited by the export sales manager of a Leeds firm which has markets in 60 countries throughout the world. For Mr. Peter Warden, of Yorkshire Switchgear and Engineering Co. Ltd., his latest tour comes after an intensive sales mission to the Far East and the Continent. The tour begins in Khartoum where Mr. Warden will visit the Central Electricity and Water Corporation for the Sudan. From there he flies to Nairobi, Dar-es-Salaam, Kampala, Lagos, Accra and Freetown.

Apart from discussions Mr. Warden hopes to hold a small seminar in Nairobi where he will show slides of some of the company's products including the Tyke, a compact ring main unit which is meeting with success in world markets.

Business talks in Malta

A FIVE-DAY trip to Malta is being made by Mr. Peter Catesby, executive chairman of Catesby Integra, the international furnishing contractors, for talks with the company's manufacturing licensee, Emanuel Agius Ltd. of Valetta. It was recently announced that Agius was to manufacture the Integra: one furniture and wardrobe systems for hotels and other residential accommodation for the North African and central Mediterranean markets.

Mr. Catesby will soon be visiting his company's manufacturing associate, Karl Haiges KG, in Stuttgart which is already making the Integra ranges under licence and where a large market has been established.

Sales trip nets £217,000 orders

A TWENTY-EIGHT day trip to South America by the export sales manager of Thermos Limited has won the company firm orders with a retail value of over £217,000. Further orders are expected from companies where the Thermos proposals had to be placed in front of buying committees. Mr. John L. Day visited Venezuela, Peru, Chile and Bolivia, returning via the United States where he appraised American marketing methods related to selling in South America. Thermos estimate that, during 1969, total sales to the four countries visited will increase by 25 per cent over last year's figures.

Seminars in Japan

EMI ELECTRONICS is sending a small team of specialists to Japan in June to conduct a series of seminars on photoelectric devices centred on Tokyo, Nagoya and Osaka. Within two weeks of the original announcement more than 500 delegates had registered for the seminars with EMI's agents, Toyo Trading Co. Ltd., Tokyo. The team will be led by Mr. Jack Sharpe, the commercial director, who will be accompanied by Mr. Vincent Stanley, manager of the photomultiplier group and Mr. John Griffiths, the valve division marketing manager.

The purpose of the visit is to consolidate and increase already substantial business in an expanding market.

Three weeks European tour

CAPTAIN D. B. WYBURD, overseas director of Industrial and Trade Fairs Limited has left for a three weeks trip to Europe. He will be visiting Brussels, The Hague, Cologne, Bonn, Gothenburg, Oslo, Stockholm and Copenhagen to prepare the way for selling space in the 1970 exhibitions, to be organized by ITF Ltd.

Textile mission to North America

TEN representatives of British textile companies have left for a two week mission to Canada and the United States. This is the first mission to North America to be sponsored by the Textile Council with the support of the British National Export Council.

The products which the 10 firms will be showing to potential customers cover a wide variety of yarns and fabrics in cotton, silk and man-made fibres. The emphasis is strongly on quality, originality and design.

During the first week the mission will operate from Montreal and Toronto where it will have the co-operation of the British Government Offices and the British Canadian Trade Association. During the second week it will be based in New York where it will have the assistance of the Consulate General.

Leicester Chamber mission to Eastern Europe

A TRADE mission from the Leicester and County Chamber of Commerce is currently visiting Bulgaria, Rumania and Hungary.

The mission represents a cross section of Leicester industries and in addition to making contact with State Purchasing Organizations and Ministries the members will be viewing East-West trade in its broader aspects and will be reporting back to the Chamber the possibilities that exist for joint venture schemes, technical co-operation, sale of know-how and barter trade.

INWARD MISSION

Yugoslavian technical experts' visit

THE British National Export Council is planning, in conjunction with the British Embassy in Belgrade and the Food Machinery Association, to invite a group of Yugoslavs to the United Kingdom in early October this year to visit factories manufacturing machinery and equipment for food processing and packaging.

The aim is to invite directors of selected Kombinats (government-owned comprehensive collective farms) who have processing plants as part of their enterprises, and other users or importers of this type of machinery. It is expected that 10 or 12 technical experts or directors will visit the main manufacturers in the United Kingdom over a period of five or more working days. Already, six firms of major importance have agreed to co-operate with BNEC in sharing the expenses of such a mission.

It is also hoped to invite a group of Yugoslav visitors interested in buying equipment for the baking and confectionery industry at the time of the International Bakers' and Confectioners' Exhibition at Olympia in September.

Any firms interested in receiving the Yugoslav visitors on either of these trade missions should communicate direct with Mr. G. R. G. Bird, Head of Trade Missions Department of BNEC, indicating clearly what types of products they would like to sell into the Yugoslav market.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1064/69 modifies **Regulation (CEE) No. 685/69** relating to the methods of applying intervention measures in the butter and cream markets (*Journal Officiel* No. L139 dated June 11, 1969).

CORRECTION – MILK AND MILK PRODUCTS

The *Board of Trade Journal* dated May 2, 1969 (page 1274) contained an announcement about **Regulation (CEE) No. 685/69** relating to the methods of applying intervention measures in the butter and cream markets. The *Journal Officiel des Communautés Européennes* No. L143 dated June 14, 1969, contains a correction to this Regulation.

The *Board of Trade Journal* dated August 9, 1968 (page 434) contained an announcement about **Regulation (CEE) No. 1054/68** establishing a list of organizations issuing certificates permitting the admission of certain cheeses into certain tariff headings. The *Journal Officiel des Communautés Européennes* No. L143 dated June 14, 1969, contains a correction to this Regulation.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 1057/69 modifies the special import rules applicable to certain cattlemeat (*Journal Officiel* No. L137 dated June 7, 1969).

Regulation (CEE) No. 1078/69 relates to the sale, at a prefixed price, of certain products coming from intervention in the cattlemeat sector and held by the German Intervention Organization (*Journal Officiel* No. L140 dated June 12, 1969).

Regulation (CEE) No. 1079/69 modifies **Regulation (CEE) No. 497/69 relating** to the sale of frozen hind quarters coming from intervention in the cattlemeat sector (*Journal Officiel* No. L140 dated June 12, 1969).

Regulation (CEE) No. 1080/69 modifies **Regulation (CEE) No. 842/69** so far as it concerns the selling price of certain products in the cattlemeat sector (*Journal Officiel* No. L140 dated June 12, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1077/69 modifies Regulations (CEE) Nos. 174/66 and **284/67** so far as they concern the lodging of applications for prefixing the export refund for olive oil and oil seeds (*Journal Officiel* No. L139 dated June 11, 1969).

Regulation (CEE) No. 1093/69 fixes the compensatory amount for the import of sunflower oils originating in, or coming from, Bulgaria, Hungary, Yugoslavia, Rumania or the Soviet Union (*Journal Officiel* No. L140 dated June 12, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1059/69 determines the exchange rules applicable to certain goods resulting from the processing of the following agricultural products which are covered by the basic Regulation 160/66/CEE (*Journal Officiel* No. L141 dated June 12, 1969).

Common Tariff No.	Products
Chapter 10	Cereals
04.02	Milk and cream, preserved, concentrated or sweetened
04.03	Butter
17.01	Beet sugar and cane sugar, solid
17.03	Molasses, whether or not decolourized.

Regulation (CEE) No. 1060/69 fixes the quantities of basic products listed above which are deemed as being used in the manufacture of goods covered by **Regulation (CEE) No. 1059/69** above (*Journal Officiel* No. L141 dated June 12, 1969).

Regulation (CEE) No. 1061/69 defines the methods of analysis for the application of **Regulation (CEE) No. 1059/69** above (*Journal Officiel* No. L141 dated June 12, 1969).

SUGAR

Regulation (CEE) No. 1076/69 determines the document accompanying denatured sugar in inter-community trade (*Journal Officiel* No. L139 dated June 11, 1969).

Regulation (CEE) No. 1087/69 relates to Member States communications in the sugar sector (*Journal Officiel* No. L140 dated June 12, 1969).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Want to buy a python?
Sell some seaweed?
Find a confetti maker?

This is the place.

GERMANY

L.139: ACCESSORY PARTS for textile machinery, pickers, etc., also ribbon working machinery—supplier seeks importers, buyers worldwide.

M.44: CUT FLOWERS, wide line—importer seeks exporters, producers worldwide.

AUSTRALIA

M.185: AIRLINE AND MILITARY AIRCRAFT AIRFRAME, engine, electrical, and hydraulic components — manufacturer seeks to represent international organisations.

M.186: AIRBORNE NAVIGATION AND COMMUNICATIONS EQUIPMENT—manufacturer seeks franchise.

BRAZIL

M.194: TRACTOR AND AUTO PARTS—manufacturer seeks importers worldwide. Also seeks to export worldwide.

JAPAN

M.149: TRANSISTOR INTERPHONE, telephone amplifier and AC DC converter, also stuffed animal 6 transistor radio—firm seeks outlets worldwide.

K.208: JEWELLERY ST… semi finish… import world…

K.210: OPA… rubies, sa… seeks suppli…

L.215: SPC… rainwear, hu… equipment, … seeks to exp…

UNITI…

CAL…

K.280: GIFT… order items—… seeks buyers…

K.290: W… TRODES, hig… ver, mangan… less steel, al… importer seek… wide.

L.288: GLAS… crystal, also m… blown gift gla… ducts, statio… firm seeks to…

L.292: BARBER SHOP EQUIPMENT, tools, hair goods—distributor seeks manufacturers, suppliers worldwide.

L.302: PRECIOUS AND SEMI-PRECIOUS STONES, rough and cut and polished, for cabochon…

…seeks sup…

…E RECORD-…TS, decks, …, tape—firm … Europe and …

…OLET RAY …, shortwave …seeks sup…

…AND DE-…GRAMMES …ustry, audio …firm seeks …

…S …AIRS, both …irm seeks …

…KES—firm …rs. …GS, picture …igs, furni… …items for … to import …

TEXAS

M.317: METALLIC MERCURY—firm seeks to export worldwide. Also seeks to import small, new or used soft-mud brick machinery.

M.322: PLANT SEED for nurseries and gardens—firm seeks suppliers worldwide.

NEW YORK

K.347: CONSUMER PRODUCTS for chain stores, large quantities—agent seeks suppliers in Europe and South America.

K.350: TOYS, games, baby items, nursery equipment—firm seeks to import worldwide.

L.357: NOVELTIES, automotive items, tools, electronic service aids—importer seeks suppliers worldwide.

L.359: BRASS AND BRONZE CASTING, giftware, housewares, bathroom fixtures—firm seeks volume suppliers worldwide.

M.287: HANDICRAFT AND GIFT items, wood carvings, speciality items—importer seeks sources worldwide.

WASHINGTON

K.375: LIGHTING FIXTURES and equipment—firm seeks suppliers worldwide.

M.330: OIL PAINTINGS, picture frames, velvet paintings, art prints, posters, silk screen paintings, tapestries, art prints, etc.—firm seeks to import worldwide.

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GREECE

Uses of artificial colouring and other additives in foodstuffs

THE FOLLOWING is a translation of Regulation No. 8580 published by the Greek General State Laboratory, which summarizes existing regulations on the use of food colourings.

Permitted colouring substances

(1) *Natural colouring substances (of animal or vegetable origin).*
1. Curcuma
2. Saffron
3. Annatto or rocou (liquide soluble or soluble in water)
4. Orseille
5. Carotene
6. Cochineal, Carmine 40
7. Oenocyanine (from vine products)
8. Red colouring matter from dried beet
9. Green from chlorophyl
10. Alkanin (red lipide soluble colouring matter)

(2) *Synthetic colouring substances*
1. F, D and G Blue No. 2 Indicotine
2. F, D and G Red No. 2 Amaranth
3. F, D and G Red No. 3 Erythrosine
4. F, D and G Red No. 4 Ponceau S.X.
5. F, D and G Yellow No. 5 Tartrazine
6. F, D and G Yellow No. 6 Sunset Yellow F.C.F.
7. Blue patente V

Use of colouring substances

(1) *Cheese:* hard cheese only may be coloured with harmless vegetable colouring matter—decision No. 404/1960 by Supreme Chemical Council, Circular 7/1960 by General State Laboratory. Pure chlorophyl may also be used to whiten milk for the making of white cheese—decision 1600/66 by Supreme Chemical Council, Circular 3/1967 by General State Laboratory.

(2) *Cooking fat:* cooking fat in special containers of up to 19 kilogrammes may be coloured with the following vegetable colour substances—decisions Nos. 166, 166(b), 217, 231, 298, 293, 337/1946 by Supreme Chemical Council, Circular 1/1947 by General State Laboratory; decision No. 1324/60 by Supreme Chemical Council, Circular 8/1961 by the General State Laboratory; and decisions Nos. 151, 152/1948 by Supreme Chemical Council, Circular No. 17/1948 by General State Laboratory:
1. Saffron
2. Curcuma
3 Carotene
4. Alkanin

(3) *Margarine:* margarine in special containers of up to 1 kilogramme may be coloured with the following vegetable colouring substances—decisions Nos. 166, 166(b), 217, 231, 298, 293, 337/1946 by Supreme Chemical Council, Circular 1/1947 by General State Laboratory; and 713/1935/1953, Circular 47/1953 by the General State Laboratory:
1. Saffron
2. Curcuma
3. Carotene
4. Annatto or rocou
5. Orseille
6. Alkanin

(4) *Confectionery:* confectionery (sweets, fondants, pastries, jams, preserves etc.) may be coloured with natural colouring substances. The use of synthetic colouring substances is strictly forbidden. This also applies to imported items, which may not be imported if they are coloured with synthetic colouring substances. (Decision 1656/1956 by Supreme Chemical Council, Circular No. 12/1957 by General State Laboratory, 2003/1958, Circular No. 14/1959 by General State Laboratory.

The permitted natural colouring substances are the following:
1. Curcuma
2. Saffron
3. Carotene
4. Cochineal
5. Green from chlorophyl
6. Annatto (soluble in water)
7. Red colouring matter from dried beet juice

Exceptionally, bitter-orange and fig preserves may be coloured with copper sulphate in order to preserve the green colour. The copper salt content may not exceed 100 milligrams of copper metal per kilogram of prepared product. (Decisions Nos. 1609, 1770/1960 by Supreme Chemical Council, Circular No. 24/1962 by General State Laboratory.

(5) *Fresh butter:* fresh butter may be coloured with the following vegetable colouring substances—decision No. 75/1946 by the Supreme Chemical Council, Circular 4/1947 by General State Laboratory; and 713/1935/1953, Circular 47/1953 by the General State Laboratory:
1. Saffron
2. Curcuma
3. Annatto or rocou
4. Orseille
5. Alkanin
6. Carotene

(6) *Baby foods:* baby foods may be coloured with approved natural colouring substances. (Decision No. 1914/1959 by Supreme Chemical Council, Circular No. 33/1960 by General State Laboratory).

(7) *Table mustard:* (in powder or paste). Table mustard may be coloured with harmless colouring substances. (Food Regulations, p. 162).

(8) *Wines:* wines may only be colored with oenocyanine from vine products. Dessert wines may be coloured with colouring matter from grape-sugar or sugar. (Codification of laws and decrees on wine trade and production of wine, article 4, para. 1, Circular No. 29/1952 by General State Laboratory.)

(9) *Fish roe:* Swedish, Norwegian, etc. Fish roe may be coloured with any one, or a combination of, the following substances. The certificate accompanying the imported fish roe should state the exact colouring substance or substances used. (Decision No. 1413/1951 by State Chemical Council, Circular No. 53/1951 by General State Laboratory. Decisions Nos. 1297, 1310/1953 by State Chemical Council, Circular No. 7/1954 by General State Laboratory. Decision No. 484/1958 by State Chemical Council, Circular No. 25/1958 by General State Laboratory. Decision No. 1817(b)/1958, Circular No. 35/1959 by General State Laboratory.)
1. F.D. and C Red No. 2 Amaranth (General State Laboratory Circular No. 53/1951)
2. F.D. Red No. 3 Erythrosine (General State Laboratory Circular No. 25/1958)
3. F.D. Red No. 4 Ponceau S.X. (General State Laboratory Circular No. 7/1954)
4. F.D. Yellow No. 5 Tartrazine (General State Laboratory Circular No. 25/1958)

(10) *Brick (red) caviar:* Red caviar may be coloured with Carmine 40 (pure cochineal) only if sold in containers and not loose. It should be stated on the container that this colouring substance has been used (Decision No. 335/1954 by Supreme Chemical Council, Circular No. 25/54 by General State Laboratory). The colouring of red caviar with Red No. 1 (Ponceau 3 R), which was permitted under Decision No. 311/1959 by the Supreme Chemical Council and Circular No. 27/1959 by the General State Laboratory, is no longer permitted. Following decision No. 1707/1962 by the Supreme Chemical Council, Circular No. 3/1963 by the General State Laboratory, this substance is no longer an approved synthetic colouring substance.

(11) *Spirits:*

1. Cognac, brandy, eau de vie (sic) may be coloured, if need be, solely by means of sugar (caramel). (Decision No. 662/50 by State Chemical Council, Circular No. 5/1951 by General State Laboratory.)

2. Liqueurs (cherry, peppermint, rose, etc.) may only be coloured with the following natural or synthetic substances. (Minister of Finance decision No. 31630/13.6.1955, article 5, para. 2, sub-para. (e), Circular No. 20/1955 by General State Laboratory. Decisions Nos. 49/1942, 67, 303, 372/1947, 1119/1958, 369/1959, 1707/1962, and 1374/1967 by Supreme Chemical Council; Circulars Nos. 7/1942, 1/1948, 18/1958, 37/1959, 3/1963 and 11/1968 by General State Laboratory.)

A. *Natural substances*
1. Saffron
2. Curcuma
3. Carotene
4. Cochineal
5. Green from Chlorophyl

B. *Synthetic substances*
1. F, D and C Blue No. 2 Indicotine
2. F, D and C Red No. 2 Amaranth
3. F, D and C Red No. 3 Erythrosine
4. F, D and C Red No. 4 Ponceau S.X.
5. F, D and C Yellow No. 5 Tartrazine
6. F, D and C Yellow No. 6 Sunset Yellow F.C.F.
7. Blue patente V

(12) *Chick-peas, roasted chick-peas:* colouring only with saffron. (Decision No. 397/1961 by State Chemical Council, Circular No. 14/1961 by General State Laboratory.)

Foodstuffs in which colouring substances may not be used

(1) Sausages (Decision No. 596/1959 by Supreme Chemical Council, Circular No. 44/1959 by General State Laboratory).

(2) Citrus fruit juices and beverages made from such juices (Decision No. 108/56 by Supreme Chemical Council, Circular No. 21/1956 by General State Laboratory).

(3) Mustard flour (Food regulations, p. 162).

(4) Red pepper (Decision No. 456/66 by Supreme Chemical Council, Circular No. 23/1966 by General State Laboratory).

(5) Fresh fruit (Decision No. 790/1964 by Supreme Chemical Council, Circular No. 27/1964 by General State Laboratory).

(6) Vegetables (Decision No. 1042/1964, 276/65 by Supreme Chemical Council, Circulars Nos. 10/65, 31/65, by General State Laboratory).

(7) Fish (Decision No. 272/1965 by Supreme Chemical Council, Circular No. 28/1965 by General State Laboratory).

(8) 'Pasta' (Decision No. 1590/1961 by Supreme Chemical Council, Circular No. 9/1962 by General State Laboratory).

(9) Rice pudding, cream (Food regulations, p. 74).

(10) Vanilla ice cream (Food regulations, p. 168).

(11) Natural fruit juices (Decision No. 104/1955 by Supreme Chemical

Council, Circular No. 23/1955 by General State Laboratory).
(12) Natural fruit ices (Decision No. 104/1955 by Supreme Chemical Council, Circular No. 23/1955 by General State Laboratory).
(13) Morella cherry juice and products (preserves, syrup, etc.) (Decision No. 104/1955 by Supreme Chemical Council, Circular No. 23/1955 by General State Laboratory).
(14) Tomato juice products (Decision No. 1676/1965 by Supreme Chemical Council, Circular No. 11/1966 by General State Laboratory).
(15) Coffee (Decision No. 604/1963 by Supreme Chemical Council, Circular No. 25/1963 by General State Laboratory).
(16) Olive oil (Food regulations p. 93).

Other food additives

The General Chemical State Laboratory of Greece has informed the British Embassy in Athens that monosodium glutamate is used in the manufacture of sausages, and that citric acid is used in the manufacture of confectionery and soft drinks. The Embassy understands this to mean that their use in foodstuffs and beverages is generally allowed.

It is also understood that spice extractives including sodium isosinate and sodium guanylate can be used either directly or indirectly in foodstuffs but that approval is required in each case from the Supreme Chemical Council.

All inquiries arising from this notice should be addressed, to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

Changes in import regulations

THE FOLLOWING advance information has been received from the British Embassy in Athens, about a decision of the Greek Foreign Trade Council. A number of changes have been made in Greek import regulations mainly with a view to assisting Greek industry in importing raw materials and machinery but also with a view to liberalizing trade. These changes about which we have any information are as follows:

(a) Imports of steel wire (Tariff Nos. 73.14 A, B, D and 73.15 C) and button-sewing and button hole sewing machines for commercial use (Tariff Nos. 84.41 C) have been transferred from import list F(50) (import deposits) to import list P(6) (payment on 6 months' credit terms).
(b) Textile fibres imported on credit terms will be regarded for purposes of the payment by the importer of guarantees and levies as equivalent to other imported goods and will no longer be in a less favourable position.
(c) Importers who are required to pay four-month import deposits will no longer be liable to a levy in respect of overdue payment, provided that payment took place within four months from the approval of the imports.

Further details will be published as soon as they are received. Any inquiries arising from this notice should be addressed to Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of June 6 published the following amendments to the French customs tariff in accordance with EEC Regulation No. 145/69 of January 16, 1969:

Tariff No.	Description	Tariff rate per cent
04.04	Cheese and curd:	
	A. to D. No change.	
	E. Other than cheese of the Emmenthal, Gruyere, Shrinz, Bergkase, Appenzell and Glarus (known as Schabzieger) types:	
	I. Containing a maximum of 39% by weight of fat and a water content calculated on the non-fat product of:	
	a. 47% or less	P
	b. more than 47% but not exceeding 72%:	
	1. Cheddar, chester	P
	2. Tilsit, Lavarti and Esrom, containing by weight of fat calculated on the dry product (a):	
	aa. of 48% or less	P
	bb. of more than 48%	P
	3. Other:	
	c. Of more than 72% in immediate containers of 125 grammes or less (net weight)	P
	II. Other	P

(a) Admission under this sub-heading is subject to the production of a certificate recognized by the competent authorities.
P = 'Prelevement' or levy, as set out in the Common Agricultural Policy Regulations.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

IRISH REPUBLIC

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Act, 1934 to 1964:

Quota Order	Commodity	Quota Period	Quota
12	Silk or artificial silk hose	1 July, 1969 to 30 June, 1970	1,600,000 pairs
28	Miscellaneous brushes	1 July, 1969 to 30 June, 1970	60,500 articles
53	Miscellaneous brushes	1 July, 1969 to 30 June, 1970	600,000 articles
35	Sparking plugs	1 July, 1969 to 30 June, 1970	200,000 articles
36	Laminated springs	1 July, 1969 to 30 June, 1970	A quantity equal in value to £45,000
50	Superphosphates	1 July, 1969 to 30 June, 1970	605 tons
54	Motor tyres of United Kingdom origin	1 July, 1969 to 31 December, 1969	52,500 articles

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

DENMARK

Tax on spirits

ON May 1 legislation became effective which replaced the tax system on spirits which had existed until that date.

The new tax is levied at two rates which are as follows:
(i) For aquavit and schapps at 30 Kr. 30 Ø reper litre of 100 per cent strength.
(ii) For other types of spirits at 120 Kr. per litre of 100 per cent strength.

For imported spirits an additional fee is levied depending on the size of the container. The fee is of a compensatory nature, since domestic spirit producers pay the tax on goods which are subsequently wasted in production. When spirits are imported in containers of more than 3 litres, the additional fee is 2 per cent of the tax rate and for imported spirits in containers of less than 3 litres the fee is 3½ per cent of the tax rate.

Full details of the new tax and copies of translations of the Danish law (No. 116 of March 28, 1969) can be obtained from Board of Trade, Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

SPAIN

Customs tariff modification: import duty suspension

NOTICE was given in the *Board of Trade Journal* dated May 9, 1969, page 1352, of an import duty suspension on Caprolactama (Tariff Heading 29.35-G). The Spanish authorities announced in the State Gazette of June 9 that the suspension has been extended until June 30, 1969.

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

(*Continued on next page*)

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SPAIN, *continued*

Tariff modifications

Correction by Spanish authorities

IN THE *Board of Trade Journal* of June 18, page 1721, notice was given of a modification to Tariff Heading 29.22 A.2. This should have read A.3 with Ethylamines as the description.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modification (1)

THE SPANISH *State Gazette* of June 10 published the following amendments to the Spanish Customs Tariff:

Tariff	Description	Definitive Duty	Transitory Duty
		Per cent	Per cent
29.23 A. 2	1, 1-phenyl-2-amine, 1, 3 propanediol and their halogenated, sulphonated, nitrated and nitrosated derivatives, their salts and esters	30	25
A 3	Other	10	4·5
29.44 B	Cloramphenicol and its esters	45	35
	From 11 June, 1970	40	30
	From 11 June, 1971	35	25
28.04 C 4	Silicon	13	1
	From 11 June, 1970		10
34.04 A	Polyethylene glycols, including mixtures	30	22
38.19 I	Polyethylene glycols, in liquid form with a molecular weight of 200 or less	25	22
J	Other	25	16·5
39.01 I	Polyethylene glycols, in liquid form with a molecular weight of 300 or more	18	18
J	Other (100% refund on 'polioles' is now cancelled).	10	9
39.01 F	Ion interexchangers	15	10
48.01 D 3 a	Other paper and paperboard weighing 32 grammes or more without mechanical pulp		
48-01 D 3 a 1	Containing more than 30% in weight of synthetic fibres and/or artificial fibres	28	5
48.01 D 3 a 2	Other	28	24
48.07 B 2	Paper without mechanical pulp containing more than 30% in weight of synthetic fibres and/or artificial fibres	34	5
48.07 B 3	Other	34	32

Duty free import quotas - extension of validity period

THE SPANISH authorities have recently published details of the following import duty and quota suspensions:

Tariff Heading	Description	Duty	Tons	Valid Until
23.01 B	Fish flours and meals	Nil	—	August 31, 1969
73.07 B 4 a	Slabs or more than 1 ton	Nil	100,000	December 31, 1969
29.35 G	Caprolactama	Nil	—	June 30, 1969
29.04 A 3	Secondary butyl alcohol	Nil	2,500	March 29, 1970
73.01 D	Foundry pig iron	Nil	65,000	December 31, 1969
73.06 B	Steel ingots	Nil	100,000	December 31, 1969
73.07 B 3 a	Pieces roughly shaped for forging (llanton)	Nil	15,000	September 30, 1969
73.07 B 1	Billets	Nil	200,000	December 31, 1969
73.07 B 2 a b	Blooms	Nil	200,000	December 31, 1969
73.08	Iron or steel coils for re-rolling	Nil	200,000	December 31, 1969
73.10 B 1	Wire rod 'fermachine'	Nil	10,000	September 30, 1969
73.13 B 1 a	Sheets and plates (Naval)	Nil	130,000	December 31, 1969
73.13 B 2 c	Effervescent steel plates for deep drawing, for manufacturing bath tubs	750 (Ptas. per metric ton)	4,000	December 31 1969
73.13 B 2 c d	Cold rolled sheets	Nil	120,000	December 31, 1969
73.13 B 3 b	Tinplate	Nil	50,000	December 31, 1969

Customs tariff modification (2)

IN THE *State Gazette* of June 13 the Spanish authorities published the following modifications and extensions to the Appendix to the Spanish Customs Tariff:

Tariff Heading	Description	Duty	Valid during
		Per cent	
84.37 C	Tulle, lace and embroidery looms and machines other than bone lace making looms	5	Two years
84.37 B I b	Raschel-type machines manufacturing elastic tulles, with a minimum production of 700 passes per minute	5	Two years (from March 29, 1969)
84.40 F	Machines for flat or cylindric pouncing or stamping textiles in several colours, with automatic material advance	5	Two years (from January 14, 1969)
84.45 C, I c 1	Special lathes for roughing cylinders, of more than 75 tons weight and an engine power of more than 100 h.p.	5	Two years
84.59 J	Automatic machines applying carbon ways on potentiometers	5	Two years
90.28 C 8	Physical or chemical analyzing apparatus, with incorporated digital reading integrator	1	Two years

Duty-free import quota—Cocoa beans

THE SPANISH AUTHORITIES announced the following duty-free import quota in the *State Gazette* of June 12:

Tariff Heading	Description	Quota tons	Valid until
18.01	Cocoa beans	4,000	September 13, 1969

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff

IN THE *Board of Trade Journal* of August 11, 1967, page 368, it was announced that parts or items imported into Spain for incorporation into capital goods or equipment to be manufactured there under joint foreign/Spanish assembly might in approved cases enjoy a reduction of 95 per cent of the customs duty payable and in the *Board of Trade Journal* of November 3, 1967, page 1135, details were given of the procedure to be followed by applicants for this rebate.

The Spanish authorities have now approved the joint assembly of power shovels and steam turbines in the following terms which will operate until June 10, 1971.

Equipment affected:

(a) Power shovels with 100 to 200 HP engine and with 1,000 to 2,000 litres bucket capacity;
(b) Steam turbines for electric generators of less than 80,000 kW power.

Foreign parts components and auxiliary materials which may be imported will enjoy a 95 per cent reduction of the corresponding import duties provided that the value of the imported parts does not in total exceed 30 per cent (shovels) and 44 per cent (turbines) of the total industrial price. The authorities will in due course publish specific resolutions describing in detail the parts to be imported at reduced rates of duty and establishing within the limits mentioned above the total percentage of parts of foreign origin but of Spanish termination which may be incorporated into the joint assembly and be considered Spanish products.

As from the entry into force of the first specific resolution for the joint assembly of these power shovels and steam turbines, all Customs Tariff reductions and exemptions will be suspended. While the Ministry of Industry are approving specific resolutions a transitory duty of 16 per cent will be imposed on shovels and 15 per cent on turbines.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

AUSTRIA

Import liberalisation

THE BOARD OF TRADE have now obtained from the Austrian Federal Ministry of Trade, Commerce and Industry a list of goods whose importation into Austria requires an import licence. The items concerned are in the majority agricultural goods, but brown coal and certain pharmaceutical products are also included.

Further details may be obtained from Tariff Section, Export Service Branch, Board of Trade, Room E53, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458 and 461).

Import regulations

THE CENTRAL BANK of Iran has made the following announcements:

(1) It is no longer necessary to obtain the agreement of the Ministry of Economy for opening credits for tyres covered by the following series:

Description	Series
Tractor tyres	375B3/3
Aeroplane tyres	375/B4
Motor car tyres	375B2/1
Lorry tyres	375B3/1
Bus tyres	375B3/2

Tyres of sizes 560 by 15 to 760, 600 by 16 to 750 and 750 by 17, with the exception of rings of from 20 upwards, are also included, together with all kinds of inner tubes and tubing for inner tubes excluding those sizes mentioned in the notice on page 309 of the *Board of Trade Journal* of January 31, 1969.

(2) The import of telephone spare parts does not require the prior agreement of the Ministry of Economy.

(3) The import of new, unused spare parts, subject of Tariff 893 will be allowed for lorries, buses and passenger cars manufactured by Hillman, Jeep, Landrover, Citroen, Rambler, Mercedes Benz, Leyland, Volvo and Mac. The import of the following items for locally manufactured automobiles is forbidden:

1. Chassis and parts attached thereto.
2. Rear and front fenders.
3. Body and all its parts (including the driver's cab, front frame and the two side doors and floor).
4. Loading body and parts thereof.
5. Spring and clamp.
6. Radiator and parts thereof.
7. Fan belt pulleys (belt pulleys).
8. Fan belt (for radiator).
9. Air filter.
10. Bonnet and mudguards and parts thereof.
11. Car seats, floor covering and cabinet covering.
12. Exhaust pipe and silencer and parts thereof.
13. Petrol tank.
14. All the wirings and their clamps.

(4) The Ministry of Economy will agree to the registration of orders and importation of suction and seamless pipes if and when the importer pays the customs dues and commercial profits as provided for in the relative Tariff and does not avail himself of the facilities of Tariff 827/B2. Under these circumstances there will be no need to obtain the prior agreement of the Ministry of Economy.

(5) No further credits will be opened, nor orders registered for iron bars and rods subject of the following series before the prior agreement of the Ministry of Economy has been produced:

1. Iron bars subject of Series 701/1, 701/2 and 701/5 with a diameter of 11 to 32 millimetres.
2. Iron beams subject of Series 701/4 from 20 to 60 millimetres.

There is no need to produce the prior agreement of the Ministry of Economy for opening credits and/or registration of orders for other sizes of iron or steel bars subject of Series 701/1, 701/2 and 701/5 as well as iron bars subject of Series 701/7.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 475).

Import permits

THE CENTRAL BANK of Iran has announced that dried milk, beverages, cosmetics and toiletries if imported for trade and publicity purposes will now require a permit issued by the Ministry of Public Health.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Liberalization of imports

THE CENTRAL BANK of Iran has announced that the import of the items listed below does not require the prior approval or special permission of the Ministry of Economy.

Tariff No.	820	Steam boilers with a generating power of up to 400 kilograms steam per hour.
Tariff No.	821	Steam locomobiles and semi-stationary steam engines.
Tariff No.	823/A	Lightweight engines for cars, cycles, aeroplanes, navigation, also components and separate parts.
Tariff No.	823/B	Engines of up to 150 h.p.
Tariff No.	826	Road rollers.
Tariff No.	827/A	Separator pumps (to divide petroleum products or other liquids).
Tariff No.	827/B	Fire (extinguisher) pumps.
Tariff No.	828	Air pumps, compressors, ventilators, blowing machinery and similar machinery.
Tariff No.	829	Compressed air apparatus machinery.
Tariff No.	832/A	Hydraulic press.
From Tariff No.	832/B1	Only press for bailing.
From Tariff No.	833/B	Only (lifts for construction, cranes and jacks).
Series	834	Agricultural machinery and appliances for working and excavating the soil.
Series	835	Machinery and appliances for harvesting, threshing, etc.
From Series	836/A	Only ordinary milking and churning units with a capacity of 3 h.p.
Series	836/B2	Beehives and bee cultivating sets.
Series	836/B3	Other agricultural machineries, sets and implements.
Series	837/1	Machineries and implements for flour milling and grinding up to a capacity of 200 kilograms per hour, so also stone mills with a diameter of up to 80 centimetres.
Series	837/2	Machineries and tools for cleaning, sifting, husking and hullying of cereals, grains and rice up to a capacity of 200 kilograms per hour.
Series	838/A2	Water purifying apparatus.
Series	838/B1	Washing machine.
Series	838/B2	Household filters.
Series	838/B3	Welding machines operating with hydrogen gas and carbide.
From Series	838/B4	Only water heaters.
From Series	839/A2	Non-electrical refrigerators.
From Series	839/A3	Gas coolers.
From Series	839/B1	Ice making devices up to a capacity of 50 kilos per hour and machines for production of cold not falling under A with the exception of water cooler.
Series	840	Machines and apparatus for treating earth, stone, ore, mineral fuels, bones and similar hard materials.
Series	841	Only machineries for the manufacture of articles from skins and hides the value of which is up to Rls. 30,000/-.

(*Continued on next page*)

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IRAN, *continued*

Series	842/3	Machines for making articles from paper and cardboard up to a capacity of 10 kilos per hour.
Series	843	Machines and apparatus for printing and graphic arts. Typesetting and casting machines and apparatus for making cliches and stereotypes.
From Series	845/3	Only domestic hand-operated knitting machines with a maximum value of up to Rls. 10,000/-.
From Series	845/4	Only lace-making and domestic crochet sets with a maximum value of up to Rls. 15,000/-.
Series	847	Sewing machines of all kinds the value of which is Rls. 20,000/- and less.
Series	848/A	Pneumatic machine tools including pneumatic tools with the exception of nail making machineries.
From Series	848/B2	Only machines for sharpening saws and precision drills.
Series	850	Weighing apparatus (excluding precision balances).
Series	851	Typewriters and component parts thereof.
Series	852	Calculating machines, cash registers and detached parts thereof.
Series	853	Office machines and apparatus.
Series	854	Household appliances weighing not more than 10 kilograms. Packing machineries of value less than $500. Tinning machines.
Series	855	Taps, cocks and valves, other apparatus for regulating the passage of fluids through conduits.
Series	856	Bearings of all kinds, balls, rollers or cylinder mounted for complete bearing with detached parts thereof.
Series	857	Shafts, cogged wheels and bars, flywheels, pulleys and other constituent parts of machinery.
Series	858	Components and detached parts of machines, apparatus and mechanical appliances of cast iron, iron, steel, copper, nickel, tin, aluminium, lead, other base metals, wood or other materials.
Series	893	All parts and spare parts of automobiles with the exception of batteries, radiators, tyres, lubricating oil and parts of automobiles of the following makes which have commitments from viewpoint of the manufacture thereof: Hillman, Jeep, Landrover, Citroen, Rambler, Mercedes Benz (with the exception of spare parts and detached parts of Mercedes Benz passenger cars), Leyland, Volvo (with the exception of spare parts and detached parts of Volvo passenger cars), Mack.
Series	896/1	Except bodies of motor cycles, petrol tanks.
Series	896/2	Except body, tools box, carrier (of a cycle), spokes, rim.

LEBANON

Labelling of canned and other packed foodstuffs

THE Lebanese *Official Gazette* No. 31 of April 17 published details of new regulations (Decree No. 12253 of April 2) concerning the labelling of canned and other foodstuffs. The new regulations will come into force on July 17, 1969.

Further details concerning this notice can be obtained from Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import licensing control

Wooden furniture

THE LEBANESE Official Gazette No. 35 of May 1 published a decision by the Lebanese Minister of National Economy (Arrete 204/1 of April 15) subjecting parts of wooden furniture falling within Customs Tariff heading 94.03-b to import licensing control.

Electric filament lamps

The Lebanese Official Gazette No. 36 of May 5 published a decision by the Lebanese Minister of National Economy (Arrete No. 207/1 of April 22) subjecting the import of electric filament lamps (other than lamps for pocket lamps, for motor vehicles or for decorating Christmas trees) to licensing control.

Copper cable and wire

The Lebanese Official Gazette No. 38 of May 12 published a decision by the Lebanese Minister of National Economy (Arrete No. 247/1 of April 29) subjecting copper cable and wire to import licensing control.

Further inquiries about these notices should be referred to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese customs tariff.

Heading No.	Description of goods	Basis for collection	Normal tariff
			Per cent
61.01	Men's and boys' outer garments: (a) (b) (c) No change.		
41	(d) Of cotton	Value The duty not to be less than the specific duty on the component fabric increased by 100%	28
61.02	Women's, girls' and infants outer garments: (a) (b) (c) No change		
41	(d) Of cotton	Value The duty not to be less than the specific duty on the component fabric increased by 100%	28
61.03	Men's and boy's undergarments, including collars, shirt fronts and cuffs: (a) (b) (c) No change		
41	(d) Of cotton	Value The duty not be less than the specific duty on the component fabric increased by 100%	28
61.04	Women's, girls' and infants undergarments: (a) (b) (c) No change		
41	(d) Of cotton	Value The duty not to be less than the specific duty duty on the component fabric increased by 100%	28
	(e) No charge		
61.09	Corsets, corset-belts, suspender belts, brassieres, braces, suspenders, garters, and the like (including such articles of knitted or crocheted fabric), whether or not elastic: (a) No change. (b) Of fabric (including knitted or crocheted fabric) of silk, waste silk, or synthetic of man-made fibres, whether or not elastic	Value	50

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

UGANDA

Import licensing—press release

THE FOLLOWING Press release dated June 5, 1969 has been issued by the Ugandan Ministry of Commerce and Industry:

'A new Order under the External Trade Act, Statutory Instrument No. 80 of 1969, was published on May 26, 1969. (Details of this were published in the *Board of Trade Journal* of June 11 and 18, pages 1655 to 1657 and 1722 to 1723 respectively). This Order makes substantial changes in the list of goods for which Import Licences are required and all importers are strongly advised to get of copy of this legislation and to study it very carefully.

'The attention of importers is particularly drawn to Schedule I of this Order which lists those goods for which an Import Licence is required if they are imported from any country except Kenya and Tanzania. Of particular importance in respect of those goods which have been added to this list is the condition that Import Licences will be issued *"for direct importation and Customs Duty payment in Uganda only"*. The Import Licences to which this condition applies will be clearly marked accordingly. This means that those goods will have to be directly imported into Uganda, and will be entered, cleared and Import Duty paid at a Customs house in

Uganda. They will, therefore, have to be sent in bond from the port of importation in East Africa to a Customs bonded warehouse in Uganda.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ZAMBIA

Customs tariff changes

THE CUSTOMS and Excise (Amendment) (No. 4) Act, 1969 published in the Zambia *Gazette* of June 6, amends, with effect from May 16, the First Schedule to the Zambia Customs Tariff. The items affected and the new rates of duties are as follows:

First Schedule

Item	Goods	Duty
189	By the repeal of the item and by the substitution therefor of the following: Antifriction and lubricating greese – per lb.	K0·02
199	By the repeal of the item and by the substitution therefor of the following item: Oils, lubricating – per imp. gall.	K0·09

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1969 (No. 19) published as Rhodesia Government Notice No. 426 of 1969 on June 6 amends the Sixth Schedule of the Customs and Excise (Suspension) Regulations 1968 to the following extent:

Item		Duty
Sixth Schedule		
By the repeal of:		
Ex 12 (b)	Wines wholly produced from fruit, other than grapes, grown in Rhodesia	Free
and the substitution, under the appropriate headings, of:		
Ex 12 (b)	Wines which, save for substances used to aid fermentation and ingredients used after fermentation for flavouring, colouring or sweetening, are wholly made from fruit grown and prepared in Rhodesia	Free

Note:
Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian Tariff listed above are published for information only.

MALAWI

Customs tariff amendments

MALAWI GOVERNMENT Notice No. 112 amends the Customs Tariff with effect from May 27, to the following extent:

PART III – Customs duties

(a) By the deletion of all material in columns 1 to 6 inclusive in respect of subheading No. 73.31.01 and the substitution therefor of the following:

1	2	3	4	5	6
73.31.01	Wire nails; tacks; drawing pins	—	5%	Free	Free

(b) by the deletion of all material in column 1 to 6 inclusive in respect of subheading No. 73.38.02 and the substitution therefor of the following:

1	2	3	4	5	6
73.38.02	Enamelled hollow-ware, n.e.s.	—	30% and in addition	30%	20%
		per single article or per lb. whichever yields the lesser duty.	£0 0s. 8d. or £0 1s. 6d.	£0 0s. 8d. or £0 1s. 6d.	£0 0s. 8d. or £0 1s. 6d.

(*Continued on next page*)

MALAWI, *continued*

(c) by the deletion of all material in columns 4 to 6 inclusive in respect of subheading No. 93.02.02 and the substitution therefor of the following:

1	2	3	4	5	6
93.02.02	Revolvers, pistols, guns and rifles (excluding air-guns, gas pistols, blank cartridge pistols and the like)	—	*30%* and in addition £3 0s. 0d.	*30%* £3 0s. 0d.	*20%* £3 0s. 0d.

(d) by the deletion of all material in columns 1 to 6 inclusive in respect of subheading No. 93.07.01 and the substitution therefor of the following:

1	2	3	4	5	6
93.07.01	Cartridges	— Per 100	*40%* and in addition £5 0s. 0d.	*40%* £5 0s. 0d.	*30%* £5 0s. 0d.

(e) in note 3 to section XXII by the deletion of all the wording after '101.08' in (c) and the substitution therefore of the following: '101.11, 101.13, 101.14, 101.15, 101.16, 101.17 and 101.18';

(f) by the deletion of all the material in columns 1 to 6 inclusive in respect of headings 100.01 and 100.09 and by the insertion in their correct order of the following:

1	2	3	4	5	6
100.01	Fuels and oils contained within the tanks or mechanical parts of a conveyance arriving in Malawi and intended solely for use in such conveyance	—	Free	Free	Free
100.09	Stained glass windows, decorations, altars, fonts, lecterns, pulpits, plate, vestments, bells, statuary, other appointments (not being furniture), communion wafers, and communion wine: for use for religious purposes in a place of public worship noted as such by the Controller	—	Free	Free	Free
100.18	Samples imported for the purpose of taking orders and subsequently exported: subject to such conditions as may be prescribed or as the Controller may impose	—	Free	Free	Free

(g) by the insertion of '1' before the note to Chapter 101 and by the addition of the following note to Chapter 101:

'2. The reliefs from duty provided for in headings 101.17 and 101.18 shall be in addition to those provided for in heading 101.16.';

(h) by the addition immediately after heading 101.10 of the following:

1	2	3	4	5	6
101.11	Goods being *bona fide* wedding presents of a total cost or value at the place of despatch not exceeding the equivalent of one hundred Malawi pounds per married couple given to a person on the occasion of his wedding outside Malawi and imported by him for his own use within six months of that date or within such further period as the Contoller may allow	—	Free	Free	Free
101.12	Goods imported by and for the use of any military or civil commission temporarily operating in Malawi: subject to such conditions as the Controller may impose	—	Free	Free	Free
101.13	Conveyances, tools, spare parts and equipment imported for use in the search for rescue, investigation, repair or salvage of lost or damaged conveyances, on condition that such goods are exported within one month of the conclusion of such search, rescue, investigation, repair or salvage: subject to such conditions as may be prescribed or as the Controller may impose	—	Free	Free	Free
101.14	Trade samples of negligible commercial value	—	Free	Free	Free
101.15	Goods in a consignment the total cost or value of which at the place of despatch does not exceed the equivalent of £1 10s. 0d. (Malawi), not being wines, spirituous liquors or manufactured tobacco	—	Free	Free	Free
101.16	The following goods when imported as baggage for his own use by and with a *bona fide* traveller from outside Malawi, when such goods are not intended for sale or for disposal to any other person and are in such quantities as the Controller considers reasonable: (a) cooking and eating utensils and clothing, bedding, toilet requisites, watches, jewellery and similar articles pertaining to or carried up on the body: provided the traveller has put such goods to genuine use; (b) food, drink and similar consumable articles required by the traveller for immediate use on his journey in Malawi or the remainder of the food and drink and similar consumable articles brought by the traveller for use on his journey to Malawi	—	Free	Free	Fr3e
101.17	Goods imported temporarily by *bona fide* tourists for their own use and not intended for sale or for disposal to any other person in Malawi and provided such goods are exported within one year of the date of importation: subject to such conditions as may be prescribed or as the Controller may impose	—	Free	Free	Free
101.18	The following goods when imported by a person on his arrival in Malawi or within six months of that date or within such further period as the Controller may allow, on a *bona fide* transfer of residence to Malawi when such goods are not intended for sale or for disposal to any other person in Malawi, and are in such quantities and of such kinds as the Controller considers reasonable: (a) articles of apparel; (b) personal and household effects which have been in the use and possession of such person, including workmen's tools, agricultural and garden implements, workshop appliances and similar appropriate articles but excluding firearms and motor vehicles and caravans except as provided in (c); (c) motor vehicles and caravans not exceeding one of each per adult which have been in *bona fide* use by the person for not less than one year prior to importation, or to the arrival of the person, whichever is the earlier: Provided that the Minister may in his discretion accept for the purposes of this heading a motor vehicle or caravan which has been in use by that person for less than one year	—	Free	Free	Free

(i) in heading 102.04 by the deletion of the words 'rebate of the whole duty' and the substitution therefor of 'freedom from duty'.

Malawi Government Notice No. 116

amends the Customs Tariff with effect from May 29, to the following extent:

PART III – Customs duties

By the deletion of all the material in columns 1 to 6 inclusive in respect of sub-heading No. 82.01.01 and the substitution therefor of the following:

1	2	3	4	5	6
82.01.01	Hoes other than hoe blanks	—	30% and in addition	20%	20%
		Per dozen	£0 6s. 0d.	£0 6s. 0d.	£0 6s. 0d.

(Britain pays the Column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

REPUBLIC OF SOUTH AFRICA

Customs authorities' instructions

THE SOUTH AFRICAN Customs authorities have indicated that as from June 2, importers will be required to provide their clearing agents with written instructions. (This requirement is contained in Section 39 (1) c of the Customs and Excise Amendment Act 1968.) A directive as to the method of clearance, i.e., with payment of duty, under rebate of duty with an indication of the industry /institution concerned, removal in bond or warehousing, is all that will be required. Instructions will not be required for unaccompanied baggage of passengers, immigrants' household effects, and unsolicited samples sent to local firms by overseas manufacturers.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Import control regulations

DETAILS WERE GIVEN in the *Board of Trade Journal* of January 3 of the South African Import Control Regulations for 1969, and of the issue of initial allocations to merchant importers of capital plant and equipment of an f.o.b. price not exceeding R1,000 per single unit and consumer goods (general merchandise), totalling 75 per cent of 1968 permit issues.

A copy of the statement by the South African Minister of Economic Affairs has now been received from Pretoria, announcing a further issue of permits for these goods, equal to 25 per cent of 1968 issues, thus bringing the total allocation for the current year to that for 1968. This issue will be made automatically and importers need not apply for it.

As far as capital goods are concerned the control of imports will be continued with due regard to the purpose for which the goods are needed, while in the case of raw materials, the current full requirements of manufacturers will be met.

Any importer who has the necessary funds available to finance additional imports can approach the Director of Imports and Exports for a larger allocation should he feel that import facilities available to him are not adequate for his needs.

Inquiries regarding this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Import control

THE BOARD OF TRADE have been informed by cable that the Singapore Government has (1) Removed the quota restriction and special import licensing for *Yeast* (tariff code number 099060).

(2) Increased the quota on *Fluorescent lamps* (tariff code number 729223) from 25 per cent to 50 per cent. Licences will be issued up to 7/12 of annual quota for the period from March 1 until September 30. Further details concerning this notice will be published later.

CEYLON

Exchange control

THE *Board of Trade Journal* of May 17, 1968 (page 1552), contained details of a new Foreign Exchange Entitlement Scheme for allocating foreign exchange to importers.

The British High Commission in Colombo has now informed the Board of Trade that the Foreign Exchange Entitlement Certificate rate has been raised from Rs 44 to Rs 55 with effect from June 18, 1969. This represents an increase of 7.7 per cent in the price of foreign exchange subject to FEEC's and the FEEC rate will now be Rs 22.14 to £1.

All inquiries about this notice should be address to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

NEW ZEALAND

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Articles of plastic: Urinals (Tariff Item 39.07.56).

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most-Favoured-Nation	General
39.07.56	—	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by July 18.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 775/1969.

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Commonwealth Trading Bank of Australia

Chief London Office: 8 Old Jewry, London E.C.2
Head Office: Box 2719, G.P.O., Sydney, N.S.W., 2001, Australia

COLOMBIA

Changes in prior deposit rates

THE FOLLOWING information has recently been received from HM Embassy in Bogota:

Resolution No. 18 of March 26, 1969 reduces the prior deposit on the following items from 70 per cent to 30 per cent.

Tariff No.		Description
27.10		Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations:
	D	Lubricating oils:
		I. White (of petroleum jelly, of paraffin).
		II. Spindle oil.
		III. Other.
	E	Lubricating greases:
		I. Not containing soap of aluminium.
		II. Other.
28.19		Zinc oxide and zinc peroxide:
	A	Zinc oxide (zinc white).
		(This item may be imported licence free).
40.02		Synthetic rubber latex; pre-vulcanized synthetic rubber latex; synthetic rubber; factice derived from oils:
	C	Factice rubber.
73.13		Sheets and plates, of iron or steel, hot-rolled or cold-rolled:
	B	Other:
		IV. Clad, coated, or otherwise surface-worked:
		(b) Lead-coated.
		(d) Other:
		(2) Other—Prior deposit on this item reduced from 130 per cent.

Resolution No. 18 of March 26, 1969 also introduces new rates of prior deposit for the following items (except where otherwise specified the rate has been reduced from 130 per cent to 70 per cent):

Tariff No.		Description
25.19		Natural magnesium carbonate (magnesite), whether or not calcined, other than magnesium oxide:
	B	Calcined.
27.13		Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral waxes, whether or not coloured:
	C	Other.
28.25		Titanium oxides:
	A	Titanium dioxide (titanic anhydride)
		(This item may be imported licence free).

INTERNATIONAL TRADE CENTRE - ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Customs notices of interest to exporters

THE FOLLOWING Publics Notices isued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: international co-operation.
77E	(Re-issued February 1966) purchase tax - exports.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporarily imported for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
SN6	Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
74A	EFTA drawback; exception of EFTA goods re-exported to another country.
77M	British-made cars and motor cycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
251	Remission or repayment of the temporary charge on imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74	Notice to exporters. EFTA restrictions on drawback and export rebate.
435	Schedule of rates.
436	General outline of the scheme and procedure for claiming.
436A	Export rebate: termination.
437	Ships and aircraft.
439	Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

Tariff No.		Description
29.08		Ethers, ether-alcohols, ether-phenols, ether-alcohol-phenols, alcohol peroxides and ether peroxides, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	B	Ether-phenols and ether-alcohol-phenols:
		III. Other.
29.22		Amine-function compounds:
	C	Aromatic monoamines, their halogenated, sulphonated, nitrated or nitrosated derivatives, and their salts:
		IV. Other.
	D	Aromatic polyamines, their halogenated, sulphonated, nitrated or nitrosated derivatives and their salts:
		I. Phenylenediamines.
		II. Tolylenediamines.
		III. Benzidine.
		IV. Other.
29.25		Amide-function compounds:
	A	Urea containing more than 45 per cent by weight of nitrogen in the dry state.
	B	Paraethoxyphenylurea (dulcin) and other ureines suited for use as sweetening agents:
		I. For medical purposes. (Prior deposit on this item was raised from 30 per cent).
		Note: Importation is subject to the previous authorization of the Ministry for Public Health.
		II. For other purposes.
	C	Barbiturics. (Prior deposit on this item was raised from 30 per cent).
		Note: Importation is subject to the previous authorization of the Ministry for Public Health.
29.31		Organo-sulphur compounds:
	A	Organo-sulphur compounds used as active ingredients in insecticidess or fungicides:
		VII. Other. (Prior deposit on this item was raised from 30 per cent).
34.02		Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap:
	A	Organic surface-active agents:
		I. Sulphoricinoleates, sulpho-oleates, sulpho-resinates, naphthenates and water soluble sulphonaphthenates and other similar active anionic products.
38.09		Wood tar; wood tar oils (other than the composite solvents and thinners falling within heading No. 38.18); wood creosote; wood naphtha; acetone oil:
	A	Wood tar.
39.02		Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):
	A	Pure in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms:
		I. Polyethylene:
		(a) Low density.
		(b) Other.
39.07		Articles of materials of the kinds described in headings 39.01 to 39.06:
	D	Demi-johns, carboys, flagons, pots, etc., including stoppers, lids and caps.
48.07		Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:
	C	Paper and paperboard coated or impregnated with amylaceous substances, gelatin, albumin, casein, shellac, natural or synthetic resins, nitrocellulose, paraffin wax, textile flock, sawdust, cork, mica, graphite, chemical products, tar, etc.:
		III. Insulating paper and paperboard.
59.12		Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like:
	A	Impregnated or coated textile fabrics.
73.10		Bars and rods (including wire rod) or iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:
	A	Wire rod.
73.13		Sheets and plates, of iron or steel, hot-rolled or cold-rolled:
	B	Other:
		V. otherwise worked:
		(a) Corrugated, channelled, embossed or with designs obtained by rolling or stamping.
74.03		Wrought bars, rods, angles, shapes and sections, of copper; copper wire:
	A	Wrought bars, rods, angles, shapes and sections:
		II. Other.
74.07		Tubes and pipes and blanks therefor, of copper; hollow bars of copper:
	A	Tubes and pipes:
		II. Other.
76.12		Stranded wire, cables, cordage, ropes, plaited bands and the like of aluminium wire, but excluding insulated electric wires and cables.
77.02		Wrought bars, rods, angles, shapes and sections, of magnesium; magnesium wire; wrought plates, sheets and strip, of magnesium; magnesium foil; raspings and shavings of uniform size, powders and flakes, of magnesium; tubes and pipes and blanks therefor, of magnesium; hollow bars of magnesium:
	A	Wrought bars, rods, angles, shapes and sections:
		I. Wrought bars and rods.
79.03		Wrought plates, sheets and strip, of zinc; zinc foil; zinc powders and flakes:
	A	Wrought plates, sheets and strip:
		I. Cut to rectangular shape:
		(a) Not further worked than rolled.
91.06		Time switches with clock or watch movement (including secondary movement) or with synchronous motor.

ECUADOR

Changes in prior import deposit payments

THE ECUADOREAN Monetary Board has introduced the following increases in the prior deposit percentages for goods imported under List II (Luxury goods):

100 per cent increased to 130 per cent.
130 per cent increased to 170 per cent.
190 per cent increased to 250 per cent.

100 per cent of the deposits of 170 per cent and 250 per cent will be kept at the Central Bank for a fixed period of 90 days from the date of arrival of the goods. The balance of 70 per cent and 150 per cent will be used to pay for the goods. The excess of 50 per cent in the case of the 150 per cent balance will be refunded to the importer immediately

(*Continued on next page*)

Cobb's Coaches

first delivered New Zealand's mail in 1862

Are you up to date on New Zealand?

Cobb's coaches replaced the pack-horses that had previously carried mails to the Otago goldfields, where the gold rush in 1861 had created a new population centre. Today, New Zealand's internal mail is sorted and handled in travelling railway post office vans, as in Britain.

To maintain one of the highest standards of living in the world, we import not only British ideas, but a high proportion of manufactured goods. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

ECUADOR, *continued*

the goods are cleared.

The increases are applicable to import licence applications presented to the Central Bank from May 28.

BRAZIL

Changes in Customs tariff and import duties

UNDER RESOLUTION 644 of March 20, the duty on barium sulphate, falling within tariff heading 28.42.004, has been raised from 20 per cent to 50 per cent *ad val.* c.i.f. This item is now subject to a minimum value of US $120.00 c.i.f. per metric ton.

Under Resolution 645 of March 20, the duty on chloronitrobenzene, falling within tariff heading 29.03.039, has been reduced from 20 per cent to 10 per cent *ad val.* c.i.f.

Under Resolution 650 of March 27, 1,000 metric tons of ammonium nitrate, containing more than 33 per cent of nitrogen, falling within tariff heading 28.39.002, will be admitted free of duty. This concession came into force on April 23, 1969, and will apply for one year from that date.

Under Resolution 651 of March 27, the duty on azodicarbonamide, falling within tariff heading 29.29.009, has been raised from 15 per cent to 35 per cent *ad val.* c.i.f.

Resolution 619 published on March 27, introduced specific minimum values on certain chemical products, as follows:

Tariff Heading	Description	Minimum Value (US $ c.i.f. per metric ton)
29 07 005 01	pentachlorophenol	$490
29 07 005 02	sodium pentachlorophenate	$520

CHILE

Amendments to customs schedule

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff item	Description of goods	Duties	
		Specific	*Ad valorem*
			%
12.07 .02	*Delete* sub-heading: Aloes. Sub-headings .03 and .04 under this heading now beome .02 and .03 respectively.		
13.03.01 .04	*Insert* new sub-heading: Aloes	KL Free	*30*
15.10.04	Lauryl alcohol	No change	*40* (until December 31, 1969)
29.23.01.01	Ethanolamine, diethanolamine and triethanolamine	No change	*60*
29.26.01.01	Amend description to: Orthosulphobenzoic imide (saccharin) and its salts.		
30.03.99.01	Amend description to: Concentrated preparations for animal feeds and beverages, in containers of over 5 kilos net.		
34.02 .02	*Insert* new sub-heading: Ethoxy lauryl alcohol	KG Free	*70*
34.05.01	Amend description to: Abrasive pastes	KG 4.00	*200*
38.03.01	Activated carbon	No change	*100*
38.07.99.01	Rectified terpenic solvents	KG Free	*85*
38.07.99.99	Other terpenic solvents	KG Free	*85*
39.01.02 .02	*Insert* new sub-heading: Polyethyleneglycols	KG Free	*80*
39.02.02.02	Amend to: Polystyrene with a softening point below 79°C, whether or not containing pigments and/or fillers, except high impact polystyrene.		
48.16	Boxes, bags and other packing containers of paper and paperboard	KG Free	Free

PERU

Exemptions from import duty

PERUVIAN Ministerial Resolution No. 040-69-IC/DS published May 17, 1969, specified that certain semi-manufactured raw materials for industries would qualify for exemption from import duties. The products concerned are:

Tariff No.	Description
32.03.0.99	Tanning products based on chrome salts mixed with other tanning products.
73.18.1.01	Seamless iron or steel tubes, polished inside, for making shock absorbers.
74.04.0.01	Copper and copper alloy strips specially for making radiators.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item:

699-29.099 (i) Wire pot scourers
(ii) Soap impregnated pads
(iii) Steel wool

The Trinidad and Tobago Ministery of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of items classified under item No. 699-29.099 above.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

DOMINICA

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of the Dominica Customs Tariff by the deletion of items 74, 75 and Ex. 75 (Vodka) and the substitution therefor of the following:–

(EC$4·80-£1 stg.)

Item No.	(SITC)	Class or description of Goods	Unit for Duty	Rate of Duty	
				Preferential	General
				$ c	$ c
74	112-03.01	Beer	Gal.	1 40	1 70
	112-03.02	Ale	Gal.	84	1 02
	112-03.03	Stout	Gal.	84	1 02
	112.03.04	Porter	Gal.	84	1 02
	112-03.09	Other fermented cereal beverages	Gal.	84	1 02
75	112-04.01	Brandy: (i) Imported in bottle of a strength not exceeding 80% of proof spirit	Gal.	5 40	6 90
		(ii) Other proof	Gal.	6 75	8 62
	112-04.02	Rum: (i) Imported in bottle of a strength not exceeding 80% of proof spirit	Gal.	6 50	8 00
		(ii) Other proof	Gal.	8 12	10 00
	112-04.03	Whiskey: (i) Imported in bottle of a strength not exceeding 80% of proof spirit	Gal.	7 20	7 80
		(ii) Other proof	Gal.	9 00	9 75
	112-04.04	Gin: (i) Imported in bottle of a strength not exceeding 80% of proof spirit	Gal.	4 80	5 40
		(ii) Other proof	Gal.	6 00	6 75
	112-04.05	Bitters	Gal.	3 20	4 04
	112-04.06	Cordials and liquers (including ready-fixed cocktails)	Gal.	3 20	4 04
	112-04.07	Vodka	Gal.	4 80	5 40
	112-04.09	Spirits, potable, n.e.s.	Gal.	3 20	4 04

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MEXICO

Import control

BY DECREE published in the Mexican *Diario Oficial* on March 13, 1969, and effective from March 26, waste paper and paperboard, included in Tariff heading 47.02.A.001, may only be imported across the land frontier at Ciudad Juarez and Nuevo Laredo and via the seaports of Tampico and Veracruz.

Inquiries regarding this notice should be addressed to Board of Trade, Export Services Branch, Tariff Section, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Motor vehicle safety standards

THE UNITED STATES Federal Highway Administration has announced various clarifying and interpretive amendments to motor vehicle safety standard No. 114 – Theft protection – passenger cars, which becomes effective on January 1, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act

1. Proposed exemptions

THE UNITED STATES Federal Trade Commission is considering exempting the following commodities from full or partial compliance with the labelling requirements of the above act:

Cameras	Furniture
Luggage	Musical instruments
Automotive accessories	Cigarette lighters

Interested persons are invited to file written comments on this proposal with the Secretary, Federal Trade Commission, Washington DC 20580 by August 10.

2. Exemptions

The United States Federal Trade Commision has announced exemptions from full or partial compliance with the labelling requirements of the above act effective July 15, 1969, in respect of the following commodities:

Shoelaces	Home appliances
Automotive replacement parts	House fixtures
Inks and writing fluids	Motor oil and anti-freeze
Liquified petroleum gas	Sleeping equipment

The Federal Trade Commission has denied full or partial exemption in respect of plant foods and fertilizers.

Any person who will be adversely affected by the order may file written objections with the Secretary, Federal Trade Commission, Washington DC 20580 on or before July 11.

3. Labels of consumer commodities

The United States Federal Trade Commission has announced proposed amendments to the regulations relating to consumer commodities under the above Act which would

(a) clarify the application of the regulations to packaged and labelled consumer commodities; and

(b) clarify the labelling requirements with regard to the packaging of commodities to be used as containers.

Interested persons are invited to file written comments on these proposals with the Secretary, Federal Trade Commission, Washington DC 20580. Comments on proposal (a) should reach the Secretary by *August* 10, and comments on proposal (b) by *July* 11.

Inquiries about the above notices should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

Budget Proposals for 1969-1970

THE CANADIAN Minister of Finance presented his Budget to the Canadian House of Commons on June 3. It contains proposals for changes in the Customs Tariff, given below, which are subject to approval by the Canadian Parliament. He also announced that the remaining three stages of the GATT Kennedy Round tariff cuts ending on January 1, 1972, would be put into effect as from June 4, 1969.

Customs Tariff

1. That section II of the *Customs Tariff* be amended by repealing subsection (1) thereof and by substituting therefor the following:

> 11. (1) On the materials set forth in Schedule B, when used for consumption in Canada for the purpose specified in that Schedule, there may be paid, out of the Consolidated Revenue Fund, the several rates of drawback of Customs duties, *other than any special duty or surtax*, set opposite each item respectively in that Schedule, under regulations by the Governor in Council.

2. That each tariff item in Schedule A to the *Customs Tariff*, other than tariff item 19201-1, that contains the expressions 'on and after January 1, 1970', 'on and after January 1, 1971' and 'on and after January 1, 1972' be amended

(a) by striking out the expression 'on and after January 1, 1970' and the rate or rates of duty set opposite thereto;

(b) by striking out the expression 'on and after January 1, 1971' and the rate or rates of duty set opposite thereto; and

(c) by striking out the expression 'on and after January 1, 1972' and substituting therefor the expression 'on and after June 4, 1969'.

3. That tariff items 19905-1 and 65200-1 in Schedule A to the *Customs Tariff* be amended by striking out the expression 'on and after January 1, 1970' contained in each such tariff item and substituting therefor the expression 'on and after June 4, 1969'.

4. That tariff items 7303-1, 7311-1, 13650-1, 29005-1, 40401-1 and 40402-1 in Schedule A to the *Customs Tariff* be amended

(a) by striking out the expression 'on and after January 1, 1970' contained in each such tariff item and the rate or rates of duty set opposite thereto; and

(b) by striking out the expression 'on and after January 1, 1971' contained in each such tariff item and substituting therefor the expression 'on and after June 4, 1969'.

5. That section 15 of *An Act to amend the Customs Tariff*, being chapter 12 of the Statute of Canada 1968-69, be repealed.

6. That Schedule A to the *Customs Tariff* and each order in council made under section 10 of the *Customs Tariff* and section 273 of the *Customs Act* reducing the duty on goods be amended by striking out tariff items 30200-1, 34000-1, 34100-1, 34610-1, 41200-1, 41205-1, 41210-1, 41215-1, 41220-1, 41225-1, 42605-1, 47200-1, 47300-1, 47305-1, 47400-1, 47500-1, 47505-1, 47510-1, 47515-1, 47520-1, 47525-1, 53415-1, 66000-1, 66005-1 and 66010-1, and the enumerations of goods and the rates of duty set opposite each of those items, and by inserting in Schedule A to the *Customs Tariff* the following items, enumerations of goods and rates of duty:

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
3400-1	Type, chases, quoins and slugs, for *use in* printing	Free	*10*	*20*
34100-1	Babbitt metal and type metal, in blocks, bars, plates and sheets	Free	*10*	*20*
34610-1	Zinc rods; zinc shapes other than flat-rolled; all the foregoing if containing not more than 10% by weight of other metal or metals	Free	Free	*10*
34615-1	Zinc strip or sheet, ungrained, whether or not ground, for making offset plates for lithographing; zinc strip or sheet, not ground or polished, coated on one side with acid-resisting material, *when imported for use by grinders and polishers*, to be prepared for use in photo-engraving; all the foregoing if containing not more than 10% by weight of other metal or metals	Free	Free	*10*
41201-1	*Printing presses, n.o.p., with an image or printing area of 374 square inches or larger; mechanical deliveries or conveyors for use with such presses; parts of the foregoing*	Free	Free	*15*
41202-1	*Printing presses, n.o.p., with an image or printing area of less than 374 square inches; parts of the foregoing*	Free	*10*	*15*
41205-1	Machines and apparatus, *excluding those provided for in tariff item 41210-1*, for use exclusively by, and in their capacities as printers, lithographers, bookbinders, paper or foil converters, manufacturers of stereotypes, electrotypes and printing plates or rolls, or manufacturers of articles made from paper, cardboard or foil, namely: Machines and apparatus for making *matrices*, stereotypes, electrotypes or printing plates of any kind; Machines and apparatus for the preparation of plates by graining, grinding, polishing or sensitizing; Machines and apparatus, including cameras and camera equipment, lenses, prisms, camera and printing lamps, screens and vacuum frames, for transferring *imagery* to *sensitized paper, film*, plates or rolls for use in printing; Machines and apparatus for slitting, winding or rewinding, *having a roll width of less then 72 inches;* Gun and mould apparatus for making press rollers; Machines and apparatus for addressing or wrapping newspapers, magazines, periodicals, pamphlets and catalogues; Machines and apparatus for bookbinding, box-covering, bronzing, bundling, carbon coating, *counting paper, cardboard or foil*, creasing, cut-			

(*Continued on next page*)

CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
	ting, drilling, dusting, embossing or producing embossed or engraved effects, eyeletting, *flocking, folding,* gathering, glueing, gumming, inserting, jogging, looping, metal mounting, numbering, pasting, patching, perforating, punching, reinforcing, ruling, scoring, sewing, *sheet feeding,* sheet piling, *spraying for anti-offset,* stamping, staying, stitching, stripping, tube-making, tying, varnishing, or waxing;			
	Parts of all the foregoing	Free	Free	*15*
41210-1	*Machines and apparatus for use in the manufacture of manifold business forms, namely;*			
	Rotary web fed rubber plate and offset printing presses, and printing units therefor;			
	Feed-in units;			
	Numbering units;			
	Punching units;			
	Slitting units;			
	Perforating units;			
	Winders or rewinders;			
	Folders;			
	Sheet cutting and piling units;			
	Hot carbonizing units;			
	Continuous forms collators;			
	Snap set collators;			
	Continuous forms interleavers;			
	Crimp-lock and slitting machines;			
	Stitchers;			
	Carbon paper processors;			
	Parts of all the foregoing;	Free	*10*	*15*
41215-1	Machines *and apparatus designed for* typecasting, typesetting *including phototype-setting, or for producing justified copy; machines and apparatus designed for creating or translating signals, on tape or wire or other media, for programming the automatic operation of the foregoing; typemaking accessories; n.o.p.; parts of all the foregoing; stereotypers' blankets or blanketing*	Free	Free	*15*
41220-1	Articles and materials which enter into the construction and form part of the machines and apparatus *entitled to entry under* tariff items *41201-1,* 41205-1 *and 41215-1,* when for use in the manufacture of such machines, apparatus and parts thereof	Free	Free	*15*
41230-1	*Sheets, plates, blocks, rolls or cylinders, ground, polished or otherwise prepared for the production of printing plates, rolls or cylinders*	*10*	*15*	*25*
41235-1	*Printing plates of all kinds, including rolls and cylinders, for the reproduction of non advertising material in newspapers, or for printing books or music, or for printing periodical publications enjoying second-class mailing privileges the pages of which are regularly bound, wirestitched or otherwise fastened together, not including catalogues; copper shells, bases, matrices, moulds, exposed positive or negative films and reproduction proofs, for such printing plates*	Free	Free	*25*
41240-1	*Stereotypes, electrotypes, and other printing plates made from moulds, n.o.p.; copper shells, bases, matrices or moulds, for such printing plates* per square inch	1 ct.	1 ct.	1½ cts.
41245-1	*Printing plates including rolls and cylinders, n.o.p.; exposed positive or negative films and reproduction proofs, for such printing plates*	*10*	*15*	*25*
42605-1	Machinery and apparatus enumerated in tariff item 41205-1, when for use *exclusively* by, *and in their capacities as* manufacturers of articles made from regenerated cellulose or cellulose acetate; parts of the foregoing	*5*	*5*	*35*
53415-1	Press blankets or blanketing, of a class or kind not made in Canada, for use with printing presses	Free	*5*	*10*
53417-1	*Press blankets or blanketing, n.o.p., for use with printing presses*	*10*	*15*	*25*

7. That Schedule A to the *Customs Tariff* and each order in council made under section 10 of the *Customs Tariff* reducing the duty on goods be amended by striking out tariff items 43125-1, 43130-1, 43130-2, 43150-1 and 43155-1, and the enumerations of goods and the rates of duty set opposite each of those items, and by inserting in Schedule A to the *Customs Tariff* the following items, enumerations of goods and rates of duty:

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
43125-1	*Toolmakers'* machinists' or metal workers' precision tools and measuring instruments, namely:			
	Bevels;			
	Buttons;			
	Calipers;			
	Clamps, including key seat clamps and rule clamps;			
	Dividers;			
	Gauges, *including thickness gauges in roll form;*			
	Micrometers;			
	Parallels;			
	Plumb bobs, mercury;			
	Protractors;			
	Punches, automatic centre;			
	Scribers;			
	Speed indicators, hand;			
	Squares;			
	Straight edges;			
	Trammels;			
	Verniers;			
	Vises;			
	Toolmakers', machinists' or metal workers' precision tools and measuring instruments, n.o.p.;			
	Parts of all the foregoing	Free	*9*	*20*
43130-1	Engineers', surveyors' or draftsmen's precision instruments and apparatus, namely:			
	Alidades;			
	Altazimuths;			
	Aneroid barometers;			
	Boards, military sketching;			
	Clinometers;			
	Compasses;			
	Cross staff heads;			
	Curves, adjustable, irregular, railroad and ship;			
	Curvimeters;			
	Dipping needles;			
	Distance measuring apparatus using light, radio or sound waves;			
	Drafting instruments of all kinds;			
	Drafting machines;			
	Engineering lasers;			
	Gyro converters;			
	Heliographs;			
	Integrators;			
	Levels;			
	Liners, section;			
	Meters, portable for hydraulic engineering;			
	Pantographs;			
	Parallel rules;			
	Parallel ruling attachments;			
	Pedometers and pacesometers;			
	Plane tables, military and topographic;			
	Planimeters;			
	Poles, ranging;			
	Prisms, angle;			
	Protractors;			
	Rods, levelling;			
	Scales, flat and triangular;			
	Sextants;			
	Slide rules;			
	Splines;			
	Straight edges;			
	Subtense bars;			
	Tacheometers;			
	Tallying machines, pocket;			
	Tee squares;			
	Telemeters;			
	Theodolites;			
	Transits;			
	Traversing targets;			
	Triangles of all types;			
	Parts, *attachments,* tripods, *base plates* and *fitted cases* for all the foregoing	Free	*5*	*20*
43150-1	Geophysical precision instruments and equipment of a class or kind not made in Canada;			
	Parts, *attachments,* tripods, *base plates* and fitted cases for all the foregoing	Free	Free	*20*
43155-1	Photogrammetric instruments and equipment for use in the interpretation of photographs and in the preparation of maps and plans from photographs, including the following: stereoscopes, binoculars for use with stereoscopes, parallax bars, height finders, contour finders, sketch-masters, slotted template equipment and accessories for use with any of the foregoing; stereoscopic plotting instruments and equipment of either optical-mechanical or projector type, including such accessories as plotting and tracing tables whether electrically, mechanically or remotely operated, optical instruments for preparing diapositive plates, voltage regulators and electrical trans-			

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
	formers, cooling systems, lamps, spectacles, filters, height gauges, principal point selectors and other components for use with the foregoing equipment; all the foregoing of a class or kind not made in Canada and parts and fitted cases for any of the foregoing	Free	Free	*20*

8. That Schedule A to the *Customs Tariff* and each order in council made under section 10 of the *Customs Tariff* and section 273 of the *Customs Act* reducing the duty on goods be amended by striking out tariff items 46200-1, 47600-1, 47602-1, 47605-1, 47610-1, 47805-1, 47810-1, 47815-1, 47900-1, 48000-1, 48005-1, 48100-1, 48105-1, 48600-1, 51100-1, 51100-6, 69605-1, 69610-1 and 69625-1, and the enumerations of goods and the rates of duty set opposite each of those items, and by inserting in Schedule A to the *Customs Tariff* the following items, enumerations of goods and rates of duty:

46200-1	*Instruments for observation, measurement, experimentation or demonstration in respect of natural phenomena, n.o.p.;* photographic, mathematical and optical instruments, n.o.p.; speedometers, cyclometers and pedometers, n.o.p.; parts of all the foregoing	2½	*15*	*30*
1600-1	X-ray apparatus and X-ray film; microscopes; *illuminating devices and stands for use therewith; the following* surgical, dental, *veterinary and diagnostic articles:* instruments; *sterilizers; cobalt-therapy units; anaesthesia,* surgical suction *and oxygen administering apparatus including motive power and wall outlets but not piping systems.* Parts of all the foregoing; electric light lamps designed for use with all the foregoing; *portable cases and containers for all the foregoing*	Free	Free	Free
47605-1	Operating room lights designed to minimize shadow, not including bulbs, of a class or kind not made in Canada; chairs and tables for surgical operating purposes; infant incubators; infant and patient *medical-alert or* identification *devices including beads,* tapes and ribbons of any material, *cases therefor and equipment for their application;* electrocardiographs, paper and sensitized film for use therein; apparatus for sterilizing purposes, including bedpan washer-sterilizers but not including washing nor laundry machines; parts of all the foregoing; electroencephalographic paper. All for the use of any public hospital, under such regulations as the Minister may prescribe	Free	Free	Free
47805-1	Artificial limbs, *with or without power, and all accessories and devices therefor;* spinal and other orthopaedic braces; parts of the foregoing	Free	Free	Free
47810-1	Aural, nasal, mastectomy and other medical or surgical prostheses; materials for use in reconstructive surgery; ileostomy, colostomy and urinary appliances *or articles other than infants' pants and diapers,* designed to be worn by an individual; materials and articles required therewith for proper application and maintenance	Free	Free	Free
47815-1	*Auxiliary driving control kits and other equipment designed for attachment to motor vehicles to facilitate their operation by physically disabled persons; parts of the foregoing*	Free	Free	Free
47820-1	Boots, shoes and appliances for an individual with a defective or abnormal foot or ankle when made to order for the individual or when purchased on the written order of a registered medical practitioner	Free	Free	Free
	Invalid chairs, *commode chairs, walkers and all other aids to locomotion,* with *or without* wheels; motive power and wheel assemblies therefor; *toilet, bath and shower seats; all specially designed for the disabled; accessories and attachments for all the foregoing;*			
47825-1	*Of a class or kind made in Canada; parts thereof*	Free	*10*	*15*
47826-1	*Of a class or kind not made in Canada; parts thereof*	Free	Free	Free
47830-1	Artificial larynges; *devices for amplifying speech to audible volume; devices for the audible or visual recording or reproduction of speech or attempted speech, for use in training; attachments, accessories and batteries for the foregoing; parts of all the foregoing. All the foregoing when imported for the use of a mute or partially mute person, of a public hospital, or of a bona fide association or institution for the mute or partially mute, and not for sale or rental unless to those mentioned herein, under such regulations as the Minister may prescribe*	Free	Free	Free
47835-1	*Alternating pressure mattresses; canes and crutches; ceiling projectors and prismatic glasses, for reading; oscillating beds; patient-lifters; powered feeders, powered page-turners; pressure-gradient elastic supports made to order for an individual in accordance with the written prescription of a registered physician or surgeon; attachments and accessories for the foregoing; parts of all the foregoing. All the foregoing when imported for the use of a disabled person or of a public hospital, under such regulations as the Minister may prescribe*	Free	Free	Free
40900-1	*Materials and articles for use exclusively in the manufacture of the goods enumerated in tariff items 47600-1, 47605-1, 47805-1, 47810-1, 47815-1, 47820-1, 47826-1 47830-1 and 47835-1*	Free	Free	Free
51100-1	Golf clubs and finished parts thereof; racquets and racquet frames and baseball bats; balls of all kinds for use in sports, games or athletics, n.o.p.	*15*	*20*	*35*
51125-1	*Walking sticks and walking canes of all kinds, n.o.p.*	*15*	*20*	*35*
69530-1	*Motion picture films and filmstrips, with or without sound recording, for deposit as archives and for exhibition without commercial purpose, under such regulations as the Minister may prescribe*	Free	Free	Free
69605-1	Scientific apparatus (and ancillary equipment thereto), utensils, instruments, and preparations, including boxes and bottles containing *them; glassware for laboratory or scientific uses;* maps, charts, *motion picture films, filmstrips, microfilms, slides and* other photographic reproductions and pictorial illustrations; *pamphlets and magazines; reproductions of works of art; sound recordings and* video tape recordings; stencils and cards specially designed for the preparation of library index cards; models, *static or moving;* animals as research or experimental subjects; living plants, seeds, cuttings, buds, scions, tubers, bulbs and root-stock; mechanical equipment *not otherwise enumerated in this item when* of a class or kind not made in Canada; parts of *all* the foregoing. *All the foregoing* when for the use of any society or institution incorporated or established solely for religious, educational, scientific or literary purposes, or for the encouragement of the fine arts (*namely architecture, sculpture, painting, engraving and music*), or for the use of any public hospital, *public library, public museum, university,* college, academy, school or seminary of learning in Canada and not for sale or rental *unless to those mentioned herein,* under such regulations as the Minister may prescribe	Free	Free	Free
69610-1	Materials and articles for *use exclusively in* the manufacture of the goods *enumerated* in tariff item 69605-1	Free	Free	Free
69625-1	Sound recordings specially made for use in the study of languages; sound recordings, *tape recorders and phonographs* for bona fide libraries, and being the property of the organized authorities of such libraries and not the property of individuals or business concerns; under such regulations as the Minister may prescribe	Free	Free	Free

9. That Schedule A to the *Customs Tariff* and each order in council made under section 10 of the *Customs Tariff* and section 273 of the *Customs Act* reducing the duty on goods be amended by striking out tariff items 945-1, 2705-1, 10505-1, 10540-1, 17310-1, 20620-1, 23240-1, 29655-1, 31615-1, 31905-1, 38800-1, 41001-1, 41002-1, 41305-1, 41525-1, 42835-1, 44043-1, 44047-1, 44059-1, 44300-1, 45400-1, 50600-3, 50600-5, 50600-6, 61625-1,

(*Continued on next page*)

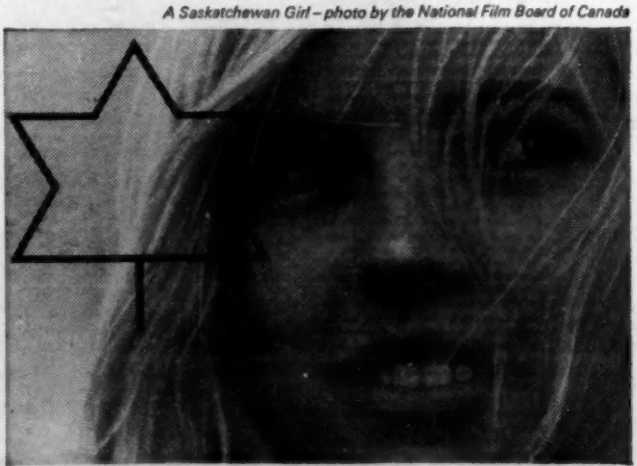
CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent

70320-1, 70321-1, 82300-1 and 93404-2, and the enumerations of goods and the rates of duty set opposite each of those items, and by inserting in Schedule A to the *Customs Tariff* the following items, enumerations of goods and rates of duty:

945-1	Feeds for use exclusively in the feeding of trout *and salmon*	Free	Free	25
	on and after July 1, *1970*	5	5	25
10505-1	Lemon, *lime*, orange, grapefruit and citron rinds, *n.o.p.*	Free	Free	Free
10540-1	Oranges, grapefruit, lemons, *or limes*, sliced or in the form of pulp, with or without the addition of preservatives	Free	Free	35
17310-1	Printed books, pamphlets, cards *and sheets* for use in intelligence testing; other articles and materials imported with and specially designed for use with such printed books, pamphlets, cards *and sheets:* cards for use in the teaching of reading or arithmetic	Free	Free	Free
19946-1	*Trays of pulp or pulpboard, with pockets, imported for use exclusively in the packaging of peaches and pears in their natural state*	Free	Free	35
3620-1	Materials and articles for the manufacture of the goods specified in items 20605-1, 20610-1 and 20615-1	Free	Free	Free
43240-1	*Ossein for use exclusively in the manufacture of gelatine*	Free	Free	25
29655-1	*Pyrophyllite for use in Canadian manufactures*	Free	Free	25
31615-1	*Glass tubing in straight lengths of not less than three feet, not coated, for use in Canadian manufactures*	Free	Free	10
31905-1	*Plate glass, not more than five thirty-seconds of an inch in thickness, for use in the manufacture of laminated safety glass*	Free	5	15
34405-1	*Composition foils, composed of varying percentages of lead and tin, and whether or not containing antimony*	Free	Free	Free

A Saskatchewan Girl – photo by the National Film Board of Canada



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Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
35115-1	*Metal alloy slugs, cast, with diamonds or diamond chips embedded therein, of any size or shape, in condition as from the mould, for use in Canadian manufactures*	Free	Free	Free
38009-1	*Sheet piling sections of iron or steel, not further manufactured than hot-rolled, and whether or not with handling holes therein*	5	10	20
38800-1	Foundry moulding flasks and jackets for use therewith; *parts and attachments or accessories for the foregoing*	Free	Free	35
	Bits and augers of all kinds; Drills of all kinds, not including those drilling rigs entitled to entry under tariff item 49103-1; *Fishing tools, n.o.p.; Reamers, stabilizers, and combinations thereof, n.o.p.;* All the foregoing for use in the exploration or drilling for water, oil, natural gas or minerals; or in mining or quarrying:			
41001-1	Of a class or kind made in Canada; parts thereof	5	15	25
41002-1	Of a class or kind not made in Canada; parts thereof	Free	Free	Free
41305-1	Machinery and apparatus, of a class or kind not made in Canada, and parts thereof, for preparing, manufacturing, testing or finishing yarns, cordage, and fabrics made from textile fibres or from paper, imported for use exclusively by manufacturers and scholastic or charitable institutions in such processes only	Free	Free	10
41525-1	Sewing machines, *not to include industrial sewing machines*, with or without motive power incorporated therein; parts thereof	5	15	25
42835-1	Governors, *n.o.p.*, and parts thereof, for use in the manufacture *or repair* of diesel locomotives	Free	7½	30
	Aircraft, not including engines, under such regulations as the Minister may prescribe:			
44043-1	When of types or sizes not made in Canada	Free	Free	27½
	on and after July 1, *1971*	Free	7½	27½
	Aircraft engines, when imported for use in the equipment of aircraft:			
44047-1	When of types or sizes not made in Canada	Free	Free	27½
	on and after July 1, *1971*	Free	7½	27½
44059-1	Auxiliary power units; Batteries; Bolts, cocks, cotter pins, eyelets, nuts, pins, rivets, screws, turnbuckles and clevis, washers; Brakes, with related operating gear; Carburettors; Direct or inertia starters with or without related operating gear; Distributors; De-icing and anti-icing equipment; Electric generators; Electric lamps; Exhaust gas analyzers; Fittings and couplings; Fuel pressure warning devices; Forgings and castings; Hinges; Hydraulic jacks; Hydraulic pumps; Ignition coils; Instruments; Landing and navigation lights; Magnetos; Oil coolers; Pressure fire extinguishers; Primer pumps; Propellers and helicopter rotors; Radio for navigation and air traffic communication; Seats; *Shapes or sections, rolled, drawn or extruded, and bars, rods, tubes, plate, sheet and strip, of any metal or alloy thereof;* Spark plugs; Swaged wires and tie rods; Tyres and tyre inner tubes; Vacuum pumps with related operating gear; Voltage control boxes; Wheels; Parts of all the foregoing; All of the foregoing when of types or sizes not made in Canada and for use in aircraft, aircraft engines, airborne aircraft equipment, or parts of aircraft, aircraft engines, or airborne aircraft equipment	Free	Free	27½
44300-1	Apparatus, and parts thereof, for cooking or for heating buildings, *not to include commercial food processing machines,*			

MISCELLANEOUS ADVERTISEMENTS

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Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
	namely, continuous pressure and atmospheric pre-heaters and cookers, and parts thereof, for sterilizing or for cooking or for both sterilizing and cooking food products in hermetically sealed containers	*15*	*20*	*30*
44623-1	*Electron beam welding machines and laser beam micro-welding machines*	*5*	*10*	*30*
45400-1	Frames not more than ten inches in width, clasps and fasteners (not to include slide or hookless fasteners), when imported for use in the manufacture of purses, chatelaine bags or reticules; parts of the foregoing	Free	*12½*	*20*
61625-1	*Scrap or used tyres and tubes, wholly or in part of rubber, when imported for use exclusively in the manufacture of reclaim rubber*	Free	Free	Free
65815-1	*Motion picture films, negative or positive, with or without sound; still picture films, negative or positive; video tape recordings; sound recordings in tape, disc or wire form; all the foregoing being news features or recordings of current events*	Free	Free	Free
70320-1	Goods (not including alcoholic beverages, cigars, cigarettes and manufactured tobacco) imported by a member of the Canadian Forces or an employee of the Canadian Government, or by a former resident of Canada returning to Canada to resume residence therein, and acquired by him during an absence from Canada of not less than one year for personal or household use and actually owned by him abroad *and in his possession and use* for at least six months prior to his return to Canada *The Minister may by regulation exempt any goods or classes of goods from the six-month ownership, possession and use requirement set out in this item.* Goods entitled to entry under this item shall be exempt from all imposts notwithstanding the provisions of this Act or any other Act. Any goods imported under this item which are sold or otherwise disposed of within twelve months after importation are subject to the duties and taxes otherwise prescribed.	Free	Free	Free
	92942-Vegetable alkaloids, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives:			
92942-4	Caffeine and its salts	Free	*12½*	*25*
	93404-Synthetic wax; waxes containing synthetic wax:			
93404-2	Polyethylene of a number-average molecular weight not exceeding 4,000	Free	Free	*10*

10. That Schedule A to the *Customs Tariff* be amended by striking out tariff items 70310-1 and 70315-1, and the enumerations of goods and the rates of duty set opposite each of those items, and by inserting in Schedule A to the *Customs Tariff* the following items, enumerations of goods and rates of duty:

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
	Goods (not including alcoholic beverages, cigars, cigarettes and manufactured tobacco except where specifically provided therefor) acquired abroad by a resident of Canada for his personal or household use or as souvenirs or gifts, but not bought on commission or as an accommodation for any other person or for sale, and declared by him at the time of his return to Canada, under such regulations as the Minister may prescribe:			
70310-1	Valued at not more than twenty-five dollars (including alcoholic beverages not exceeding *forty ounces*, and tobacco not exceeding fifty cigars, two hundred cigarettes and two pounds of manufactured tobacco) and included in the baggage accompanying the resident of Canada returning from abroad after an absence from Canada of not less than forty-eight hours *A resident of Canada shall not be entitled to the exemption granted under this item more often than once in each calendar quarter, that is in each quarterly period in a year beginning on January 1, April 1, July 1 and October 1, respectively.*	Free	Free	Free
70311-1	Valued at not more than *one hundred dollars (including alcoholic beverages not exceeding forty ounces, and tobacco not exceeding fifty cigars, two hundred cigarettes and two pounds of manufactured tobacco)* and *included in the baggage accompanying* the resident of Canada returning from abroad after an absence from Canada of not less than *twelve days* *Goods (other than alcoholic beverages, cigars, cigarettes and manufactured tobacco) acquired in any country beyond the continental limits of North America may be entered under this item although they are not included in the baggage accompanying the returning resident if they are declared by him at the time of his return to Canada.* *The exemption granted under this item shall be extended only to a resident who, upon his return to Canada, establishes in such form and manner as the Minister may specify by regulation that he has been abroad for a minimum period of twelve days, which form and manner may differ according to the country visited or the mode of travel used.* *A resident of Canada shall not be entitled to the exemption granted under this item more than once in a calendar year and he shall not be entitled, with respect to the same trip abroad, to claim an exemption under tariff item 70310-1 if he claims an exemption under this item.*	Free	Free	Free

(*Continued on next page*)

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CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
70312-1	*Valued at not more than one hundred dollars (not including goods otherwise allowed duty-free entry into Canada, nor alcoholic beverages, cigars, cigarettes and manufactured tobacco) and included in the baggage accompanying the resident of Canada returning from abroad after an absence from Canada of not less than forty-eight hours*	25	25	25
70313-1	*Valued at not more than five dollars (not including alcoholic beverages, cigars, cigarettes and manufactured tobacco) and included in the baggage accompanying the resident of Canada returning from abroad after an absence from Canada of not less than forty-eight hours*	Free	Free	Free
	The exemption granted under this item shall be extended only to a resident who, at the time of his return to Canada, is not entering any other goods under any other item of this heading (or under tariff items 70310-1 or 70315-1 until January 1, 1970).			
	Goods entitled to entry under any item of this heading shall be exempt from all other imposts notwithstanding the provisions of this Act or any other Act.			
	The Minister by regulation may, notwithstanding any other provision in customs legislation relating to the entry of goods, excuse a returning resident of Canada from any requirement for making a written declaration or entry with respect to goods entitled to entry under any item of this heading.			
	The Governor in Council may, by order, on the recommendation of the Minister of Finance, reduce the maximum value of goods that are entitled to entry under any item of this heading but every order made pursuant to this authority shall be published in the Canada Gazette, *and shall cease to have any force or effect on the 180th day following its making or, if Parliament is not then in session, on the 15th day after the commencement of the next ensuing session, unless, before that day, the order is approved by resolution adopted by both Houses of Parliament.*			

11. That the heading to the column in Schedule B to the *Customs Tariff* entitled 'Portion of Duty (not including Special Duty or Dumping Duty) payable as Drawback' be amended by striking out the expression 'not including Special Duty or Dumping Duty'.

12. That any enactment founded upon paragraphs 1 to 9 inclusive and paragraph 11 of this motion shall be deemed to have come into force on June 4, 1969, and to have applied to all goods mentioned in the said paragraphs imported or taken out of warehouse for consumption on or after that day, and to have applied to goods previously imported for which no entry for consumption was made before that day.

13. That any enactment founded upon paragraph 10 of this motion shall come into force on January 1, 1970, with the exception of items 70312-1 and 70313-1 which shall be deemed to have come into force on June 4, 1969.

14. That a consequential amendment be made to the *Excise Tax Act* by providing that the reference in Part VII of Schedule III to the *Excise Tax Act* to tariff items 47600-1, 47815-1 and 69605-1 be read and construed as a reference to these items as they read immediately before June 4, 1969.

Inquiries about this notice should be addressed to Export Services and Information Directorate, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

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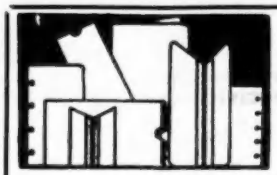

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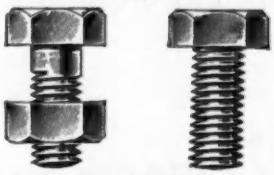

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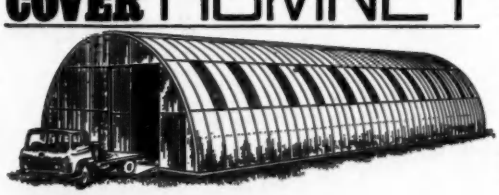

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